



CONTRACT RENEWAL

#5213-23-KF

Date: March 15, 2023

Firm: Grand Junction Adventures, formerly Grand Junction Stand Up Paddle (GJ SUP)

Description: Third Year Contract Renewal for Outdoor Recreation Equipment Concessionaire

Congratulations, you have been awarded the 3rd year (of five) renewal option for contract #4754-20-SH Outdoor Recreation Equipment Concessionaire for the City of Grand Junction, CO, dated March 15, 2023.

The Firm shall provide to City of Grand Junction Parks & Recreation Department the products and/or services set forth in the Contract Documents dated May 7, 2020, for Solicitation No. RFP-4754-20-SH for **Outdoor Recreation Equipment Concessionaire**, as per the original contract documents. This renewal shall cover services for Parks & Recreation Department as needed from **May 1, 2023, through April 30, 2024**.

The lump sum commission will remain **\$2,520.00** for this renewal.

CITY OF GRAND JUNCTION, COLORADO

DocuSigned by:

Duane Hoff Jr.

9F789E7D50F74BC...

Duane Hoff Jr., Contract Administrator

ACKNOWLEDGEMENT

Receipt of this Contract Renewal is hereby acknowledged:

Firm: Grand Junction Adventures

By:

DocuSigned by:

Elizabeth Fortushniak

9ECT3B7DB79F46C...

Elizabeth Fortushniak

Title:

Owner/ Manager

Date:

3/17/2023

ACORDTM**CERTIFICATE OF LIABILITY INSURANCE**DATE (MM/DD/YYYY)
4/13/23

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	K & K Insurance Group, Inc. P.O. Box 2338 Fort Wayne, In 46801	CONTACT NAME:	
		PHONE (A/C, No. Ext): 000-000-0000	FAX (A/C, No): 000-000-0000
		E-MAIL ADDRESS:	
		INSURER(S) AFFORDING COVERAGE	NAIC #
		INSURER A: MARKEL INSURANCE COMPANY	38970
		INSURER B:	
		INSURER C:	
		INSURER D:	
		INSURER E:	
		INSURER F:	
INSURED	GRAND JUNCTION STAND UP PADDLE D/B/A GRAND JUNCTION ADVENTURES P.O. BOX 1572 GRAND JUNCTION, CO 81502		

COVERAGES**CERTIFICATE NUMBER:**

2075830

REVISION NUMBER:

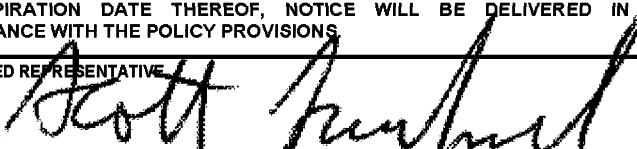
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS. NC=NOT COVERED

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <u>Owners & Contractors</u> GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:			RPA0500003100	12:01AM 11/07/22	12:01AM 11/07/23	EACH OCCURRENCE 1000000 DAMAGE TO RENTED PREMISES (Ea occurrence) 300000 MED EXP (Any one person) NC PERSONAL & ADV INJURY 1000000 GENERAL AGGREGATE 5000000 PRODUCTS-COMP/OP AGG 1000000 BODILY INJ TO PART NC
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea Accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION						EACH OCCURRENCE AGGREGATE
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below						PER-STATUE OTHER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER IS ADDED AS AN ADDITIONAL INSURED, BUT ONLY FOR LIABILITY CAUSED, IN WHOLE OR IN PART, BY THE ACTS OR OMISSIONS OF THE NAMED INSURED.

CERTIFICATE HOLDER**CANCELLATION**

CITY OF GRAND JUNCTION, COLORADO PARKS & RECREATION 1340 GUNNISON AVE GRAND JUNCTION, CO 81501	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
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NOTICE OF AWARD EXTENSION-5024-22-SH

March 2, 2022

Elizabeth Fortushniak
Grand Junction Adventures (formerly Grand Junction Stand Up Paddle (SUP))
2414 Sandridge Ct
Grand Junction, CO 81507

**SOLICITATION DESCRIPTION: SECOND (OF FIVE) ANNUAL EXTENSION FOR
RFP-4754-20-SH
Outdoor Recreation Equipment Concessionaire**

Dear Ms. Fortushniak,

You are hereby notified that your firm's contract has been extended to provide **Outdoor Recreation Equipment Concessionaire** services for the City of Grand Junction as needed from **May 1, 2022 through April 30, 2023**.

The lump sum commission will remain **\$2,520** for this extension period.

This extension comprises the same terms and conditions of the original contract, including quarterly sales summaries. The contract has been established using the Scope of Service in the formal solicitation.

If you have any questions or need to discuss this extension, please call me at 970-244-1513.

Sincerely,
Susan J. Hyatt, C.P.M, CPPB
City of Grand Junction
Purchasing Division

SUPPLIER ACKNOWLEDGEMENT

Receipt of this Extension is hereby acknowledged:

Contractor: Grand Junction Adventures
By: Elizabeth Fortushniak
Title: Owner / Manager
Date: 3/8/2022



NOTICE OF AWARD EXTENSION-4892-21-SH

March 17, 2021

Elizabeth Fortushniak
Grand Junction SUP
2414 Sandridge Ct
Grand Junction, CO 81507

**SOLICITATION DESCRIPTION: FIRST (OF FIVE) ANNUAL EXTENSION FOR
RFP-4754-20-SH
Outdoor Recreation Equipment Concessionaire**

Dear Ms. Fortushniak,

You are hereby notified that your firm’s contract has been extended to provide **Outdoor Recreation Equipment Concessionaire** services for the City of Grand Junction as needed from **May 1, 2021 through April 30, 2022**.

The lump sum commission has been increased 5% for a total of **\$2,520** for this extension period.

This extension continues to include the same terms and conditions of the original contract, including quarterly sales summaries. The contract has been established using the Scope of Service in the formal solicitation.

If you have any questions or need to discuss this extension, please call me at 244-1513.

Sincerely,
Susan J. Hyatt, C.P.M, CPPB
City of Grand Junction
Purchasing Division

SUPPLIER ACKNOWLEDGEMENT

Receipt of this Extension is hereby acknowledged:

Contractor: Grand Junction Stand Up Paddle/ Grand Junction Adventures
By: Elizabeth Fortushniak DocuSigned by:
Elizabeth Fortushniak
265B7172C7B640A...
Title: Owner/Manager
Date: 3/17/2021 | 11:54 PDT

CHANGE ORDER Number 1

Date: March 15, 2021
To: Grand Junction Stand Up Paddle (SUP)
From: City of Grand Junction, Parks & Recreation Department
Project: Outdoor Recreation Equipment Concessionaire RFP-4754-20-SH

The above referenced contract shall be modified as follows:

Contract: The initial contract period shall begin on or about April 17, 2020 through April 30, 2021. Upon mutual agreement between the contracted firm and the City there is an option for **five (5)** annual renewals, depending on appropriated funds.

Contract Start Date: April 17, 2020
Contract Completion Date: April 30, 2021

Owner: **City of Grand Junction**

Prepared by: Susan J Hyatt Date: March 15, 2021
Susan Hyatt, Senior Buyer

Recommended by: Ken Sherbenou Date: 3/16/2021 | 14:48 MDT
DocuSigned by:
Ken Sherbenou, Parks & Recreation Director

Approved by: Jay Valentine Date: 3/17/2021 | 11:09 PDT
DocuSigned by:
Jay Valentine, General Services Director

Contractor: **Grand Junction Stand Up Paddle (SUP)**

Signature: Elizabeth Fortushniak Date: 3/15/2021 | 17:13 PDT
DocuSigned by:
265B7172C7B640A...
Name and Title: Elizabeth Fortushniak Owner/Manager



CITY OF GRAND JUNCTION, COLORADO

CONTRACT

This CONTRACT made and entered into this 7th day of May, 2020 by and between the City of Grand Junction, a government entity in the County of Mesa, State of Colorado, hereinafter in the Contract Documents referred to as the "Owner" and Grand Junction Stand Up Paddle (Grand Junction SUP), hereinafter in the Contract Documents referred to as the "Contractor."

The Contractor shall perform the work set forth and described by the Solicitation Documents and known as Outdoor Recreation Equipment Concessionaire RFP-4754-20-SH.

The Contractor shall pay the Owner an annual lump sum of \$2,400.00 (Two Thousand Four Hundred Dollars) due within one week of signature date below. Contractor shall provide quarterly sales summaries throughout the duration of the contract.

Contract Price shall not be modified except by Change Order or other written directive of the Owner. The Owner shall not issue a Change Order or other written directive which requires additional work to be performed, which work causes the aggregate amount payable under this Contract to exceed the amount appropriated for this Project, unless and until the Owner provides Contractor written assurance that lawful appropriations to cover the costs of the additional work have been made.

Contract Administrator for the Owner is Ken Sherbenou, 970-254-3881, kensh@gjcity.org.

Contract Administrator for the Contractor is Elizabeth Fortushniak, 970-433-4760, elizabeth@gjsup.com.

The term of this Contract shall be from May 7, 2020 to April 30, 2021. Upon mutual agreement, this contract may be renewed up to three additional one year periods.

Contract Documents: It is agreed by the parties hereto that the following list of instruments, drawings, and documents which are attached hereto, bound herewith, or incorporated herein by reference constitute and shall be referred to either as the "Contract Documents" or the "Contract", and all of said instruments, drawings, and documents taken together as a whole constitute the Contract between the parties hereto, and they are fully a part of this agreement as if they were set out verbatim and in full herein:

The order of contract document governance shall be as follows:

- a. The body of this contract agreement

- b. Solicitation Documents and all Addenda for the Project; **RFP-4754-20-SH Outdoor Recreation Equipment Concessionaire.**
- c. Contractors Response to the Solicitation

IN WITNESS WHEREOF, City of Grand Junction, Mesa County, Colorado, has caused this Contract to be subscribed and sealed and attested in its behalf; and the Contractor has signed this Contract the day and the year first mentioned herein.

CITY OF GRAND JUNCTION, COLORADO

By: *Ka Prober*
Title: *Parks and Rec. Director*

Date *5/7/2020*

GRAND JUNCTION STAND UP PADDLE

By: *Elizabeth Lubshuk*
Title: _____

Date *5/7/2020*



**Request for Proposal
RFP-4754-20-SH**

**OUTDOOR RECREATION EQUIPMENT
CONCESSIONAIRE**

RESPONSES DUE:

March 26, 2020 prior to 2:30 P.M. Local

Accepting Electronic Responses Only

**Responses Only Submitted Through the Rocky Mountain E-Purchasing
System (RMEPS)**

www.bidnetdirect.com/colorado

(Purchasing Representative does not have access or control of the vendor side of RMEPS.
If website or other problems arise during response submission, vendor **MUST** contact
RMEPS to resolve issue prior to the response deadline. 800-835-4603)

PURCHASING REPRESENTATIVE:

Susan Hyatt

susanh@gjcity.org

970-244-1513

This solicitation has been developed specifically for a Request for Proposal intended to solicit competitive responses for this solicitation, and may not be the same as previous City of Grand Junction solicitations. All offerors are urged to thoroughly review this solicitation prior to submitting. Submittal by **FAX, EMAIL or HARD COPY IS NOT ACCEPTABLE** for this solicitation.

REQUEST FOR PROPOSAL

TABLE OF CONTENTS

Section

- 1.0 Administrative Information and Conditions for Submittal**
- 2.0 General Contract Terms and Conditions**
- 3.0 Specifications/Scope of Services**
- 4.0 Preparation and Submittal of Proposals**
- 5.0 Evaluation Criteria and Factors**
- 6.0 Solicitation Response Form**

REQUEST FOR PROPOSAL

SECTION 1.0: ADMINISTRATIVE INFORMATION & CONDITIONS FOR SUBMITTAL

- 1.1 Issuing Office:** This Request for Proposal (RFP) is issued by the City of Grand Junction. All contact regarding this RFP shall be directed to:
- RFP Questions:**
Susan Hyatt
susanh@gjcity.org
- 1.2 Purpose:** The purpose of this RFP is to obtain proposals from qualified Outdoor Recreation Equipment providers to supply rental or lease services at Las Colonias Park as described in Section 3.
- 1.3 Compliance:** All participating Offerors, by their signature hereunder, shall agree to comply with all conditions, requirements, and instructions of this RFP as stated or implied herein. Should the City omit anything from this packet which is necessary to the clear understanding of the requirements, or should it appear that various instructions are in conflict, the Offeror(s) shall secure instructions from the Purchasing Division prior to the date and time of the submittal deadline shown in this RFP.
- 1.4 Procurement Process:** Procurement processes shall be governed by the most current version of the City of Grand Junction [Purchasing Policy and Procedure Manual](#).
- 1.5 Site Visit:** A site visit is offered for all prospective offerors. The purpose of this visit will be to inspect and to clarify the contents of this Request for Proposal (RFP). *The site visit is not mandatory, but is strongly encouraged.* Meeting location shall be at the **Las Colonias Business Park** located at **1695 Las Colonias Landing, Grand Junction, Co 81501** on **Thursday, February 27, 2020 at 10:30 AM.**
- 1.6 Submission:** Please refer to section 4.0 for what is to be included. Each proposal shall be submitted in electronic format only, and only through the Rocky Mountain E-Purchasing website, www.bidnetdirect.com/colorado. The uploaded response shall be a single PDF document with all required information included. This site offers both “free” and “paying” registration options that allow for full access of the City’s documents and for electronic submission of proposals. (Note: “free” registration may take up to 24 hours to process. Please Plan accordingly.) For proper comparison and evaluation, the City requests that proposals be formatted as directed in Section 4.0 “Preparation and Submittal of Proposals.” Submittals received that fail to follow this format may be ruled non-responsive. (Purchasing Representative does not have access or control of the vendor side of RMEPS. If website or other problems arise during response submission, vendor **MUST** contact RMEPS to resolve issue prior to the response deadline. **800-835-4603**)
- 1.7 Altering Proposals:** Any alterations made prior to opening date and time must be initialed by the signer of the proposal, guaranteeing authenticity. Proposals cannot be altered or amended after submission deadline.
- 1.8 Withdrawal of Proposal:** A proposal must be firm and valid for award and may not be withdrawn or canceled by the Offeror for sixty (60) days following the submittal deadline

date, and only prior to award. The Offeror so agrees upon submittal of their proposal. After award this statement is not applicable.

- 1.9 Addenda:** All Questions shall be submitted in writing to the appropriate person as shown in Section 1.1. Any interpretations, corrections and changes to this RFP or extensions to the opening/receipt date shall be made by a written Addendum to the RFP by the City. Sole authority to authorize addenda shall be vested in the City of Grand Junction Purchasing Representative. Addenda will be issued electronically through the Rocky Mountain E-Purchasing website at www.bidnetdirect.com/colorado. Offerors shall acknowledge receipt of all addenda in their proposal. Addenda and solicitations are posted on the City's website, www.gjcity.org/business-and-economic-development/bids, for informational purposes.
- 1.10 Confidential Material:** All materials submitted in response to this RFP shall ultimately become public record and shall be subject to inspection after contract award. **“Proprietary or Confidential Information”** is defined as any information that is not generally known to competitors and which provides a competitive advantage. Unrestricted disclosure of proprietary information places it in the public domain. Only submittal information clearly identified with the words **“Confidential Disclosure”** and uploaded as a separate document shall establish a confidential, proprietary relationship. Any material to be treated as confidential or proprietary in nature must include a justification for the request. The request shall be reviewed and either approved or denied by the City. If denied, the proposer shall have the opportunity to withdraw its entire proposal, or to remove the confidential or proprietary restrictions. Neither cost nor pricing information nor the total proposal shall be considered confidential or proprietary
- 1.11 Response Material Ownership:** All proposals become the property of the City upon receipt and shall only be returned to the proposer at the City's option. Selection or rejection of the proposal shall not affect this right. The City shall have the right to use all ideas or adaptations of the ideas contained in any proposal received in response to this RFP, subject to limitations outlined in the section titled “Confidential Material”. Disqualification of a proposal does not eliminate this right.
- 1.12 Minimal Standards for Responsible Prospective Offerors:** A prospective Offeror must affirmably demonstrate their responsibility. A prospective Offeror must meet the following requirements:
- Have adequate financial resources, or the ability to obtain such resources as required.
 - Be able to comply with the required or proposed completion schedule.
 - Have a satisfactory record of performance.
 - Have a satisfactory record of integrity and ethics.
 - Be otherwise qualified and eligible to receive an award and enter into a contract with the City.
- 1.13 Nonconforming Terms and Conditions:** A proposal that includes terms and conditions that do not conform to the terms and conditions of this Request for Proposal is subject to rejection as non-responsive. The City reserves the right to permit the Offeror to withdraw nonconforming terms and conditions from its proposal prior to a determination by the City of non-responsiveness based on the submission of nonconforming terms and conditions

- 1.14 Open Records:** All proposals shall be open for public inspection after the contract is awarded. Trade secrets and confidential information contained in the proposal so identified by offer as such shall be treated as confidential by the City to the extent allowable in the Open Records Act.
- 1.15 Sales Tax:** City of Grand Junction is, by statute, exempt from the State Sales Tax and Federal Excise Tax; therefore, all fees shall not include taxes.
- 1.16 Public Opening:** Proposals shall be opened in the City Hall Auditorium, 250 North 5th Street, Grand Junction, CO 81501, immediately following the proposal deadline. Offerors, their representatives and interested persons may be present. Only the names and locations on the proposing firms will be disclosed.

SECTION 2.0: GENERAL CONTRACT TERMS AND CONDITIONS

- 2.1. Acceptance of RFP Terms:** A proposal submitted in response to this RFP shall constitute a binding offer. Acknowledgment of this condition shall be indicated on the Cover Letter by the Offeror or an officer of the Offeror legally authorized to execute contractual obligations. A submission in response to the RFP acknowledges acceptance by the Offeror of all terms and conditions, as set forth herein. An Offeror shall identify clearly and thoroughly any variations between its proposal and the City's RFP requirements. Failure to do so shall be deemed a waiver of any rights to subsequently modify the terms of performance, except as outlined or specified in the RFP.
- 2.2. Execution, Correlation, Intent, and Interpretations:** The Contract Documents shall be signed by the City and Contractor. By executing the contract, the Contractor represents that they have familiarized themselves with the local conditions under which the Services is to be performed, and correlated their observations with the requirements of the Contract Documents. The Contract Documents are complementary, and what is required by any one, shall be as binding as if required by all. The intention of the documents is to include all labor, materials, equipment, services and other items necessary for the proper execution and completion of the scope of Services as defined in the technical specifications and drawings contained herein. All drawings, specifications and copies furnished by the City are, and shall remain, City property. They are not to be used on any other project.
- 2.3. Acceptance Not Waiver:** The City's acceptance or approval of any Services furnished hereunder shall not in any way relieve the proposer of their present responsibility to maintain the high quality, integrity and timeliness of his Services. The City's approval or acceptance of, or payment for, any services shall not be construed as a future waiver of any rights under this Contract, or of any cause of action arising out of performance under this Contract.
- 2.4. Assignment:** The Offeror shall not sell, assign, transfer or convey any contract resulting from this RFP, in whole or in part, without the prior written approval from the City.
- 2.5. Compliance with Laws:** Proposals must comply with all Federal, State, County and local laws governing or covering this type of service and the fulfillment of all ADA (Americans with Disabilities Act) requirements. Contractor hereby warrants that it is qualified to assume the responsibilities and render the services described herein and has all requisite corporate authority and professional licenses in good standing, required by law.

- 2.6. Debarment/Suspension:** The Contractor hereby certifies that the Contractor is not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Governmental department or agency.
- 2.7. Confidentiality:** All information disclosed by the City to the Contractor for the purpose of the Services to be done or information that comes to the attention of the Contractor during the course of performing such Services is to be kept strictly confidential.
- 2.8. Conflict of Interest:** No public official and/or City employee shall have interest in any contract resulting from this RFP.
- 2.9. Contract:** This Request for Proposal, submitted documents, and any negotiations, when properly accepted by the City, shall constitute a contract equally binding between the City and Offeror. The contract represents the entire and integrated agreement between the parties hereto and supersedes all prior negotiations, representations, or agreements, either written or oral, including the Proposal documents. The contract may be amended or modified with Change Orders, Field Orders, or Amendment.
- 2.10. Cancellation of Solicitation:** Any solicitation may be canceled by the City or any solicitation response by a vendor may be rejected in whole or in part when it is in the best interest of the City.
- 2.11. Contract Termination:** This contract shall remain in effect until any of the following occurs: (1) contract expires; (2) completion of services; (3) acceptance of services or, (4) for convenience terminated by either party with a written *Notice of Cancellation* stating therein the reasons for such cancellation and the effective date of cancellation at least thirty days past notification.
- 2.12. Employment Discrimination:** During the performance of any services per agreement with the City, the Offeror, by submitting a Proposal, agrees to the following conditions:
- 2.12.1.** The Offeror shall not discriminate against any employee or applicant for employment because of race, religion, color, sex, age, disability, citizenship status, marital status, veteran status, sexual orientation, national origin, or any legally protected status except when such condition is a legitimate occupational qualification reasonably necessary for the normal operations of the Offeror. The Offeror agrees to post in conspicuous places, visible to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
- 2.12.2.** The Offeror, in all solicitations or advertisements for employees placed by or on behalf of the Offeror, shall state that such Offeror is an Equal Opportunity Employer.
- 2.12.3.** Notices, advertisements, and solicitations placed in accordance with federal law, rule, or regulation shall be deemed sufficient for the purpose of meeting the requirements of this section.
- 2.13. Immigration Reform and Control Act of 1986 and Immigration Compliance:** The Offeror certifies that it does not and will not during the performance of the contract employ illegal alien Servicesers or otherwise violate the provisions of the Federal Immigration

Reform and Control Act of 1986 and/or the immigration compliance requirements of State of Colorado C.R.S. § 8-17.5-101, *et.seq.* (House Bill 06-1343).

- 2.14. Ethics:** The Offeror shall not accept or offer gifts or anything of value nor enter into any business arrangement with any employee, official, or agent of the City.
- 2.15. Failure to Deliver:** In the event of failure of the Offeror to deliver services in accordance with the contract terms and conditions, the City, after due oral or written notice, may procure the services from other sources and hold the Offeror responsible for any costs resulting in additional purchase and administrative services. This remedy shall be in addition to any other remedies that the City may have.
- 2.16. Indemnification:** Offeror shall defend, indemnify and save harmless the City and all its officers, employees, insurers, and self-insurance pool, from and against all liability, suits, actions, or other claims of any character, name and description brought for or on account of any injuries or damages received or sustained by any person, persons, or property on account of any negligent act or fault of the Offeror, or of any Offeror's agent, employee, subcontractor or supplier in the execution of, or performance under, any contract which may result from proposal award. Offeror shall pay any judgment with cost which may be obtained against the City growing out of such injury or damages.
- 2.17. Oral Statements:** No oral statement of any person shall modify or otherwise affect the terms, conditions, or specifications stated in this document and/or resulting agreement. All modifications to this request and any agreement must be made in writing by the City.
- 2.18. Remedies:** The Offeror and City agree that both parties have all rights, duties, and remedies available as stated in the Uniform Commercial Code.
- 2.19. Venue:** Any agreement as a result of this RFP shall be deemed to have been made in, and shall be construed and interpreted in accordance with, the laws of the City of Grand Junction, Mesa County, Colorado.
- 2.20. Expenses:** Expenses incurred in preparation, submission and presentation of this RFP are the responsibility of the company and can not be charged to the City.
- 2.21. Public Funds/Non-Appropriation of Funds:** Funds for payment have been provided through the City's budget approved by the City Council/Board of County Commissioners for the stated fiscal year only. State of Colorado statutes prohibit the obligation and expenditure of public funds beyond the fiscal year for which a budget has been approved. Therefore, anticipated orders or other obligations that may arise past the end of the stated City's fiscal year shall be subject to budget approval. Any contract will be subject to and must contain a governmental non-appropriation of funds clause.
- 2.22. Collusion Clause:** Each Offeror by submitting a proposal certifies that it is not party to any collusive action or any action that may be in violation of the Sherman Antitrust Act. Any and all proposals shall be rejected if there is evidence or reason for believing that collusion exists among the proposers. The City may or may not, at the discretion of the City Purchasing Representative, accept future proposals for the same service or commodities for participants in such collusion.

- 2.23. Gratuities:** The Contractor certifies and agrees that no gratuities or kickbacks were paid in connection with this contract, nor were any fees, commissions, gifts or other considerations made contingent upon the award of this contract. If the Contractor breaches or violates this warranty, the City may, at their discretion, terminate this contract without liability to the City.
- 2.24. Performance of the Contract:** The City reserves the right to enforce the performance of the contract in any manner prescribed by law or deemed to be in the best interest of the City in the event of breach or default of resulting contract award.
- 2.25. Cooperative Purchasing:** Purchases as a result of this solicitation are primarily for the City. Other governmental entities may be extended the opportunity to utilize the resultant contract award with the agreement of the successful provider and the participating agencies. All participating entities will be required to abide by the specifications, terms, conditions and pricings established in this Proposal. The quantities furnished in this proposal document are for only the City. It does not include quantities for any other jurisdiction. The City will be responsible only for the award for our jurisdiction. Other participating entities will place their own awards on their respective Purchase Orders through their purchasing office or use their purchasing card for purchase/payment as authorized or agreed upon between the provider and the individual entity. The City accepts no liability for payment of orders placed by other participating jurisdictions that choose to piggy-back on our solicitation. Orders placed by participating jurisdictions under the terms of this solicitation will indicate their specific delivery and invoicing instructions.
- 2.26. Public Disclosure Record:** If the Proposer has knowledge of their employee(s) or sub-proposers having an immediate family relationship with an City employee or elected official, the proposer must provide the Purchasing Representative with the name(s) of these individuals. These individuals are required to file an acceptable "Public Disclosure Record", a statement of financial interest, before conducting business with the City.

SECTION 3.0: SPECIFICATIONS/SCOPE OF SERVICES

- 3.1 General:** The City of Grand Junction, Colorado (City) is seeking proposals from outdoor recreation equipment suppliers to develop a public/private partnership at Las Colonias Business Park in Grand Junction, CO. The objective of this RFP process is to identify the outdoor recreation equipment firm that can provide the greatest benefit to the City.

The City of Grand Junction is located in Mesa County, Colorado on the western slope of the Rockies, midway between Denver, Colorado and Salt Lake City, Utah. Grand Junction is a full service City operating under a Council-City Manager structure. Grand Junction serves Western Colorado and Eastern Utah as a regional hub for commercial and retail business, higher education, medical services, and recreational opportunities. It is the County Seat and is the largest city on the western slope of Colorado with a population of approximately 62,500 within the City of Grand Junction and approximately 151,000 county-wide. The county is approximately 3,300 square miles in area, with terrain varying between mountains, wide valleys, and narrow canyons.

Las Colonias Park is 130 acres and sits adjacent to downtown Grand Junction along the banks of the Colorado River. It has a diverse and rich history, situated just upstream from the namesake of the community, the confluence of the Gunnison and Colorado Rivers, and has strong connections to the rest of the community with a Riverfront Trail System.

- 3.2 Background:** The Las Colonias River Park has restored what was previously a riparian area and has increased recreational use of the riverfront. The River Park has a continuous flow when the Colorado River flows are above 810 cubic feet per second, increasing the area of aquatic habitat at the site while enhancing recreation in the Park as well as the natural aesthetics of the area. The Las Colonias Business Park is at the east end of the Park. The Business Park development includes a campus directed at attracting outdoor recreation related businesses, combined with public park amenities.
- 3.3 Planned Improvements:** Following is a description of improvements to be in place by April 2020, including a dog park and the River Park at Las Colonias. Proposers have the opportunity to help the City activate these new amenities.

Following is an excerpt from the Great Outdoors Colorado grant that largely funded the River Park at Las Colonias:

The 140-acre Las Colonias Park is partially developed with trail connections, parking, a restroom/shelter, and an outdoor amphitheater. The remainder of the park (boat launch, three restroom/shelter buildings, lake, festival area, and dog park) and the infrastructure for the Business Park was recently completed. The River Recreation area will be completed by April 2020. The goal is to restore what was previously a riparian area and to increase recreational use of the riverfront. The scope of the project includes: an additional inlet channel and an extension of the existing slough with recreational elements, revegetation, and interpretative signage. Consultations were held with communities and knowledgeable individuals managing or participating in similar projects including Montrose, Salida, Buena Vista, Steamboat Springs, and Golden. These individuals included design experts, civic leaders, as well as citizens that have enjoyed these similar projects.

Inlet Channel: A new inlet channel will be constructed to allow flowing water for a greater period of the year, to control flow distribution to function appropriately in the existing river system, and to avoid adverse impacts to existing aquatic habitat

in the main channel of the Colorado River or any secondary channels. The excavated channel extension has continuous water flow when the Colorado River flows are above 810 cubic feet per second. This excavation will add 1.77 acres of open water, increasing the area of aquatic habitat at the site while enhancing recreation in the park as well as the natural aesthetics of the area.

Extension of Existing Slough and Recreational Elements: An extension of the existing slough will enhance the aquatic habitat by increasing the area of open water and creating flow complexity. Individual large boulders placed at optimal locations throughout the channel allow natural scouring, secondary eddy currents, velocity refuges, and cover. These boulders are beneficial for the natural habitat, river users, and the aesthetics of the park as a whole. The step-pool structures were constructed using locally sourced natural boulders and they provide recreation opportunities for in-stream users. The structures are stable and do not present a hazard to navigation. Multiple habitat boulders and ribbed riffle enhancements were installed throughout the modified secondary channel creating flow heterogeneity and aquatic habitat complexity. The structures will allow for natural scouring below the installed boulder steps, form flow pools with low velocities that create cover, create flow complexity and habitat diversity, aerate the water, provide grade control and flow control for the new channel, and will add to the natural appearance of the park. Strategically placed small tight boulders along the new riverbed at the tail end of the flow pools will enhance the integrity of the new structures and pools. Individual stones shall be set tight, minimizing voids to create adequate pool protection and avoid foot entrapment while providing the structure that the step-pool features require. A soft surface trail will be installed to connect users to main access points and allow navigation along the channel.

Revegetation: The streambanks of the new channels were be planted with native riparian vegetation plantings, providing erosion control, a riparian buffer, and increased habitat. Bank areas along the outside of meander bends (areas of high scour potential) will be protected by biotechnical bank stabilization consisting of vegetated natural boulder terracing. A multi-layer canopy will be developed which consists of approximately four to six distinct vertical layers of vegetation and provides a diverse physical habitat structure and improves the biodiversity in the area.

Top soil was imported and graded in four inch lifts with erosion control fabrics and weed control followed by native riparian seed mix in specified areas. Riparian seeding was complimented with adjacent vegetation reflecting the gradient of vegetation from the streambank/wetland edge to the upper stream terrace areas. This includes containerized trees and shrubs in specified areas while other areas have pole plantings. Variety of plantings include Mountain Willow and Planeleaf Willow plantings, Box Elder, Black Choke Cherry, and Narrowleaf Cottonwood trees.

There are 8,534 people within one mile of Las Colonias Park. The existing Riverfront Trail includes 21 miles of trail from Las Colonias to Fruita. Orchard Mesa pedestrian bridge connects the neighborhood to the Park at the site of Eagle Rim Park, the new Orchard Mesa Middle School. Access is robust with Highway 50 and the Riverside Parkway. Existing concrete paths and parking provide ADA access; however, access points provide access to logical points (put-ins and take outs). At approximately the high water line, a landing is provided for staging. From this landing, stone terraces at varying elevations allow for access into the river to a craft at the water's edge. Within 1 ½ miles there are: five schools, one museum, six neighborhood parks, a historic theater, a train station, bus station, and the bustling Main Street. Colorado Discover Ability is located on City owned property on the west end of the park.

The River Recreation feature is a unique project because of its multiple benefits and needs:

Water-Based Recreation: Grand Junction is located in the banana belt of the state with warmer temps, mild winters, and year-round recreation opportunities including hundreds of miles of trails and the Gunnison and Colorado Rivers offering fishing, rafting, kayaking, and paddle boarding opportunities; however, there is a significant void in terms of safe, river-based recreational activities. The Grand Junction community has expressed a major desire for these types of recreational opportunities along the Colorado River for small water crafts (canoes, kayaks, duckies, inflatables, etc.). The lack of opportunities has been a barrier in maintaining our strong economic position with tourists; furthermore, our residents are leaving the valley to participate in this highly sought after activity. At Las Colonias, the Colorado River sees its lowest flows in August when irrigation water is turned off with higher flows in September and October. The feature will be usable literally year-round; however, it is most advantageous during the fall when much of the rest of the state sees such low flows making features unusable. The addition of the River Recreation feature fills a void in the community and serve as a strong compliment to the park and Business Park development. This project will allow for many types of water-based recreational programming including beginner and novice paddling. The project is designed to have slalom, freestyle, downriver kayaking as well as stand-up board training. There are several groups that would utilize the space including: Colorado Discover Ability, a non-profit providing river-based programs for those with challenges; Team River Runner, a non-profit providing paddle sports for Veterans, Riverside Educational Center (in partnership with Colorado Canyons Association), a non-profit tutoring program that dedicates weekly and summer outings to connect underserved kids to nature; GJ SUP, a local business providing stand up paddleboarding programs, Colorado E-bikes, a local business set to open up shop at Las Colonias Business Park providing rental opportunities, and Colorado Mesa University Outdoor Program, CMU's headquarters for our outdoor program and rentals providing kayak and SUP programming and rentals.

Safety: Since a recreational element does not currently exist in Grand Junction, residents are typically using the Colorado River for small water craft activities. However, only two user groups are engaging in the activity: those with the financial means (armed with appropriate equipment and skill) and those without financial means (unprepared with inadequate equipment and little skill). Those with financial means are more likely to travel outside the community to other locations with recreational amenities such as Montrose and Glenwood Springs, both of which are over an hour drive away. Those without the financial means to travel outside the community are much more likely to venture out onto the Colorado River with little river knowledge and woefully inadequate equipment (typically floaties you would purchase at a supermarket). This leads to very unsafe conditions. The river recreation feature will provide a beginner to intermediate opportunity for safe river access and play located within Las Colonias Park as opposed to the main stem of the River. All types of equipment will be welcome and utilized safely in the lower flow, easily accessible, and highly visible location.

Improved Habitat: Aside from the obvious recreational benefits this feature will offer, the project will provide a unique opportunity to restore the riparian, wildlife, and aquatic habitat that hasn't existed at Las Colonias for the last 80 years. Due directly or indirectly to human activities, the Colorado River has experienced an overall narrowing of the main channel and associated loss of side channels. The decrease in side channel habitat is thought to be a key factor in the decline of native

and endangered fish in the Colorado River. An objective of this project is to increase the area of aquatic side channel habitat in the reach of the Colorado River near Grand Junction. The new channel extension will enhance the aquatic habitat in Las Colonias Park by increasing the area of open water and creating flow complexity. The step-pool channel morphology incorporated into the channel will allow for natural scouring below the installed boulder steps, form flow pools with low velocities that create cover, create flow complexity and habitat diversity, aerate the water, and provide grade control and flow control for the new channel. The streambanks of the new channels will be planted with native riparian vegetation plantings, providing erosion control, a riparian buffer, and increased habitat. Bank areas along the outside of meander bends (areas of high scour potential) will be protected by biotechnical bank stabilization consisting of vegetated natural boulder terracing. This will provide enhanced scour protection in these areas, as well as erosion protection from foot traffic associated with the public path along the north bank.

- 3.4 Venue:** The location and vision for the Las Colonias River Park and Business Park provides a unique outdoor events venue with a regional draw. In addition to the economic benefits of the recreational park as a regional draw, the Business Park provides a desirable setting for the attraction and retention of Outdoor Recreation Industries to strengthen economic growth and diversification at 1695 Las Colonias Landing, Grand Junction, CO 81501. **Please See [Attachment A](#) for maps of the Park and Surrounding Areas.**
- 3.5 Site Visit:** A site visit is offered for all prospective offerors. The purpose of this visit will be to inspect and to clarify the contents of this Request for Proposal (RFP). *The site visit is not mandatory, but is strongly encouraged.* Meeting location shall be at the **Las Colonias Business Park** located at **1695 Las Colonias Landing, Grand Junction, Co 81501** on **Thursday, February 27, 2020 at 10:30 AM.**
- 3.6 Public/Private Partnership:** One of the shelters located near the boat ramp will become a home base for the Contractor chosen through this RFP process. The shelter includes electricity, restroom facilities and a secure, locked area. The awarded Contractor will be allowed to lease a space inside the shelter and the outdoor area immediately adjacent to the shelter along the curb. The idea is that the Contractor would likely need both spaces to run the business and provide a “grab and go” space. Contractor shall be responsible for upkeep of the premises to include daily clean-up of the leased space and immediate outdoor area. The City of Grand Junction Parks and Recreation Department shall be responsible for emptying trash receptacles, cleaning restrooms and restocking paper supplies in the restrooms. The City shall repair, as needed, the exterior of the building and restrooms. The Contractor shall allow access at any reasonable time, to examine or make repairs, additions, or alterations necessary for safety, improvements or preservation of the facility.

Dates and hours of operation shall conform to City ordinance and park hours of operation. Such dates and hours will be subject to approval of the City.

- 3.7 Scope of Work:** The City is soliciting proposals for exclusive use of the leased area of the shelter and the immediate adjacent outdoor space to provide recreational equipment to visitors of the Park. The lease space shall be 27’4” x 27’4”. **Please See [Attachment B](#) for the floor plan and electrical layout.**

Due to the current contractual environment, please offer suggestions for the following:

- Address how Contractor envisions working in tandem with the City in this public/private partnership.
- Describe in detail what Contractor can provide for exclusive rights to the leased space. No volume guarantees or restrictions will be accepted as part of the resulting contract. The City desires that the selected Contractor pay a monthly lease fee.
- Detailed product descriptions and prices are required.
- List any previous experience with this type of contract
- Address resources and capability to perform this contract
- All suggestions will be considered for outdoor recreation equipment and services.
- Explain the benefit and value the City will obtain using equipment and services proposed.
- Include information regarding customer service procedures to the public.
- Contractor shall be responsible for selling or renting and marketing to the public. Describe how you will address this endeavor.

3.8 RFP Tentative Time Schedule:

- | | |
|--|---------------------------------|
| • Request for Proposal available on or about | February 14, 2020 |
| • Site Visit | February 27, 2020 at 10:30 A.M. |
| • Inquiry deadline at noon, no questions after this date | March 13, 2020 |
| • Addendum issued, if needed | March 18, 2020 |
| • Submittal deadline for proposals prior to 2:30 PM | March 26, 2020 |
| • City evaluation of proposals | March 27 – April 3, 2020 |
| • Final selection | week of April 6, 2020 |

3.9 Questions Regarding Scope of Services:

Susan Hyatt
susanh@gjcity.org

3.10 Contract: The initial contract period shall begin on or about April 17, 2020 through April 30, 2021. Upon mutual agreement between the contracted firm and the City there is an option for three (3) annual renewals, depending on appropriated funds as stated in Section 2.21.

SECTION 4.0: PREPARATION AND SUBMITTAL OF PROPOSALS

Submission: Each proposal shall be submitted in electronic format only, and only through the BidNet website, www.bidnetdirect.com/colorado. This site offers both “free” and “paying” registration options that allow for full access of the City’s documents and for electronic submission of proposals. (Note: “free” registration may take up to 24 hours to process. Please Plan accordingly.) (Purchasing Representative does not have access or control of the vendor side of RMEPS. If website or other problems arise during response submission, vendor **MUST** contact RMEPS to resolve issue prior to the response deadline; **800-835-4603**). For proper comparison and evaluation, the City requests that proposals be formatted as directed. The uploaded response to this RFP shall be a single PDF document with all required information included. Offerors are required to indicate their interest in this Project, show their specific experience and address their capability to perform the Scope of Services in the Time Schedule as set forth herein. For proper comparison and evaluation, the City requires that proposals be formatted **A** to **E**.

- A. Cover Letter:** Cover letter shall be provided which explains the Firm’s interest in the project. The letter shall contain the name/address/phone number/email of the person who will serve as the firm’s principal contact with City’s Contract Administrator and shall identify individual(s) who will be authorized to make presentations on behalf of the firm. The statement shall bear the signature of the person having proper authority to make formal commitments on behalf of the firm.
- B. Qualifications/Experience/Credentials:** Proposers shall supply their qualifications for consideration as an outdoor recreation equipment provider for City of Grand Junction. Include experience in recreation equipment services and length of time firm has been established.
- C. Strategy and Implementation Plan:** Describe your (the firm’s) interpretation of the Owner’s objectives with regard to this RFP. Describe the proposed strategy and/or plan for achieving the objectives of this RFP. The Firm may utilize a written narrative or any other printed technique to demonstrate his/her ability to satisfy the Scope of Services. The narrative should describe a logical progression of tasks and efforts starting with the initial steps or tasks to be accomplished and continuing until all proposed tasks are fully described and the RFP objectives are accomplished. Include a **complete list of products and/or services to be offered, as well as a plan for rental and/or sales of these goods and services. Include suggested pricing for each item.**
- D. References:** Provide a minimum of three (3) references with names, address and telephone numbers that can attest to your experience in projects of similar scope and size.
- E. Proposal Form:** Return the Solicitation Response Form found in Section 6 with your complete Proposal. **Include a suggested monthly lease amount and your proposed hours of operation.**
- F. Additional Data (optional):** Provide any additional services/modules available.

SECTION 5.0: EVALUATION CRITERIA AND FACTORS

- 5.1 Evaluation:** An evaluation team shall review all responses and select the proposal or proposals that best demonstrate the capability in all aspects to perform the scope of services and possess the integrity and reliability that will ensure good faith performance.
- 5.2 Intent:** Only respondents who meet the qualification criteria will be considered. Therefore, it is imperative that the submitted proposal clearly indicate the firm's ability to provide the services described herein.

Submittal evaluations will be done in accordance with the criteria and procedure defined herein. The City reserves the right to reject any and all portions of proposals and take into consideration past performance, if available. The following parameters will be used to evaluate the submittals (in no particular order of priority). Definitions of each criterion is shown in parenthesis below each point.

- **Responsiveness of Submittal to the RFP**
(Contractor has submitted a proposal that is fully comprehensive, inclusive, and conforms in all respects to the Request for Proposals (RFP) and all of its requirements, including all forms and substance.)
- **Understanding of the Project and Objectives**
(Contractor's ability to demonstrate a thorough understanding of the City's goals pertaining to this specific project.)
- **Experience**
(Contractor's proven proficiency in the successful completion of similar projects.)
- **Necessary Resources/Capability**
(Contractor has provided sufficient information proving their available means to perform the required scope of work/service; to include appropriate bonding, insurance and all other requirements necessary to complete the project.)
- **Strategy & Implementation Plan**
(Contractor has provided a clear interpretation of the City's objectives in regard to the project, and a fully comprehensive plan to achieve successful completion. See Section 5.0 Item C. – Strategy and Implementation Plan for details.)
- **References**
(Proof of performance in projects of similar scope and size from previous clients. See Section 5.0 Item E – References.)
- **Monthly lease offered to the City**
(Contractor has shown benefits to be obtained by using their equipment and services.)
- **Type of Services or Equipment Offered (Rental and/or Purchase) including Proposed Hours of Operation**
(Provide a list of items offered and suggestions for other services.)

- 5.3 Oral Interviews:** If the City deems it necessary the City may invite the most highly ranked outdoor recreation equipment firms to participate in onsite presentations.

- 5.4 Award:** Firms shall be ranked or disqualified based on the criteria listed in Section 5.2. The City reserves the right to consider all of the information submitted and/or oral presentations, if required, in selecting the Firm.

**SECTION 6.0: SOLICITATION RESPONSE FORM
RFP-4754-20-SH**

Firms must submit entire Form completed, dated and signed.

In addition to items below, include a narrative of the services offered based on Section 3 of this RFP.

- 1. Monthly Lease Proposal \$ _____
- 2. Proposed Hours of Operation _____

The City reserves the right to waive any information or irregularities in any offer or reject any offer.

RECEIPT OF ADDENDA: the undersigned Contractor acknowledges receipt of Addenda to the Solicitation, Specifications, and other Contract Documents.

State number of Addenda received: _____.

It is the responsibility of the Proposer to ensure all Addenda have been received and acknowledged.

Company Name – (Typed or Printed)

Authorized Agent – (Typed or Printed)

Authorized Agent Signature

Phone Number

Address of Offeror

E-mail Address of Agent

City, State, and Zip Code

Date

ATTACHMENT A (1)



ATTACHMENT A (2)

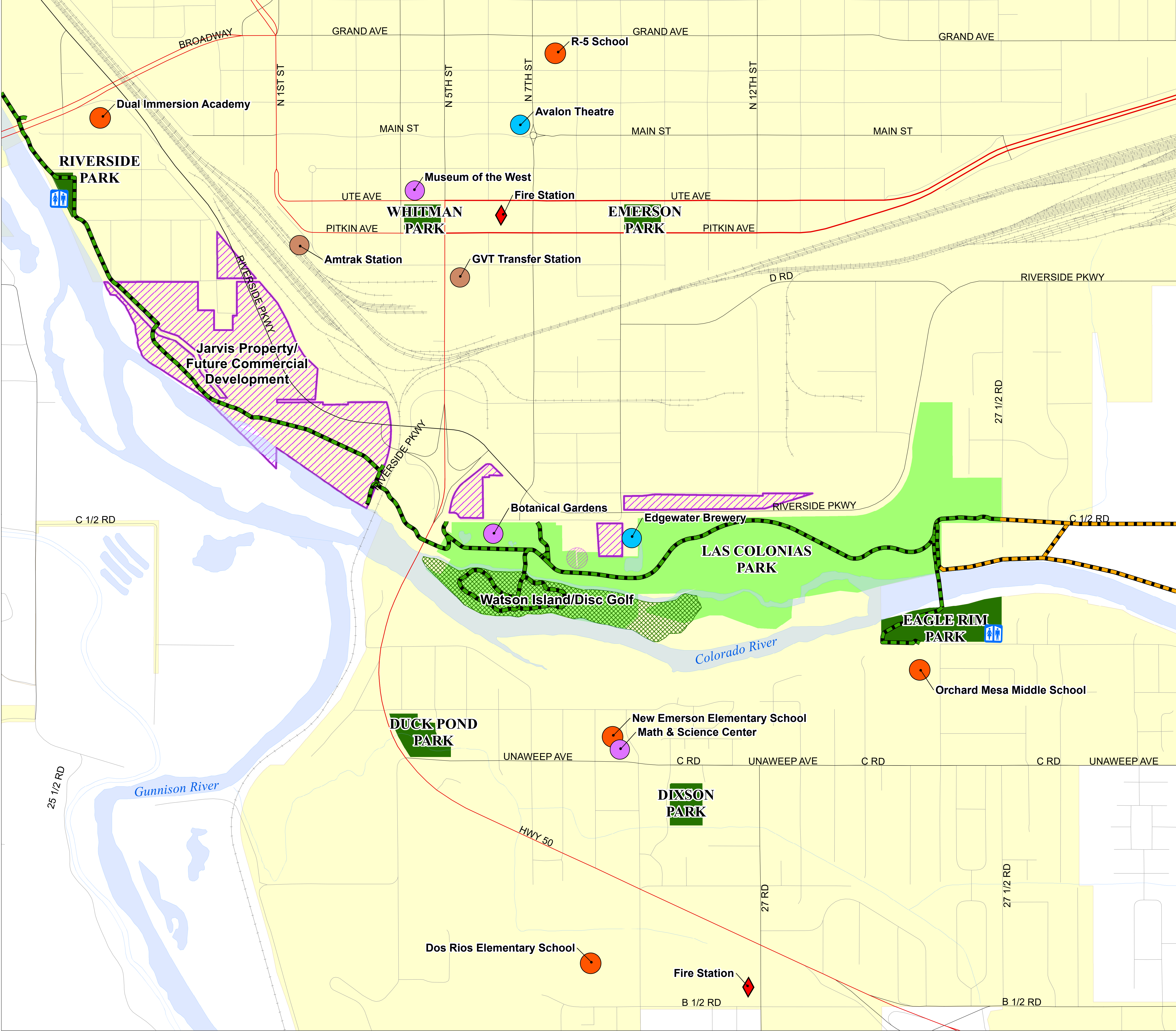
Riverfront at Las Colonias
Grand Junction Colorado
Phase I and Phase II



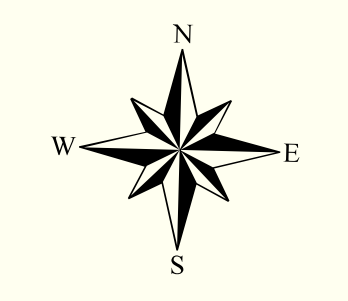
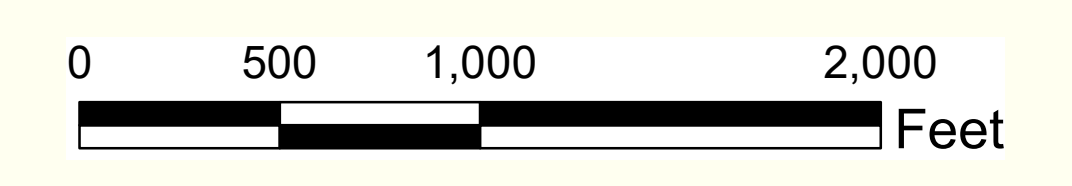
LAS COLONIAS PARK

SURROUNDING AREA

ATTACHMENT A (3)



- Las Colonias Proposed Park Area
- Developed Parks
- Watson Island Disc Golf Area
- Future Commercial Development
- City Limits
- Riverfront Trail
- Riverfront Trail Proposed
- Schools
- Fire Station
- Transportation Center
- Educational/Recreational Facility
- Future Educational/Recreational Facility
- Places of Interest
- Restroom



ATTACHMENT B

FINISH SCHEDULE						
ROOMS	FLOORS	Wall	Ceiling			
Number	Name	Floor Finish	Material	Wall Finish	Ceiling Material	Ceiling Finish
100	ENTRY	CONCRETE SEALER	CMU	GRAFFITI GUARD	1/4" G. CEDAR	STAIN
101	WOMEN	CONCRETE SEALER	CMU	PAINT	DROVED PLYWOOD	STAIN
102	MEN	CONCRETE SEALER	CMU	PAINT	DROVED PLYWOOD	STAIN
103	CHASE	CONCRETE SEALER	CMU	PAINT	DROVED PLYWOOD	STAIN
104	SHELTER	CONCRETE SEALER	CMU	GRAFFITI GUARD	1/4" G. CEDAR	STAIN
105	GARAGE	CONCRETE SEALER	CMU	PAINT	DROVED PLYWOOD	STAIN

EXTERIOR FINISHES	
COLORED CMU #1	EXX416 INTEGRAL COLORED, HONED CMU - "BUFF" COLOR BY BRICKYARD DL OR EQUAL
COLORED CMU #2	EXX416 INTEGRAL COLORED, HONED CMU - "MT. GARFIELD" COLOR BY BRICKYARD DL OR EQUAL
METAL ROOFING	COLOR MATCHING MSCI "DOD BROWN" OR "MEDIUM BRONZE" OR EQUAL COLOR AS APPROVED
PAINT	COLOR TO MATCH METAL ROOFING COLOR AS APPROVED, SIMILAR TO DERRIN KALMUS RW07 "STURDY BROWN"
STAIN	AS SELECTED FROM MANUFACTURER'S FULL RANGE OF COLORS

DOOR SCHEDULE								
Number	Door Dimensions			Door	Frame	Hardware	Comments	
	WID	HGT	THK	Material	Finish	Material		Finish
101A	3'-0"	7'-0"	1 3/4"	HM	PAINT	HM	PAINT	INSULATED WITH 4" FRAME HEAD
101B	3'-0"	7'-0"	1 3/4"	HM	PAINT	HM	PAINT	INSULATED WITH 4" FRAME HEAD
101A	3'-0"	7'-0"	1 3/4"	HM	PAINT	HM	PAINT	INSULATED WITH 4" FRAME HEAD
101B	3'-0"	7'-0"	1 3/4"	HM	PAINT	HM	PAINT	INSULATED WITH 4" FRAME HEAD
102C	3'-0"	7'-0"	1 3/4"	HM	PAINT	HM	PAINT	INSULATED WITH 4" FRAME HEAD
102D	3'-0"	7'-0"	1 3/4"	HM	PAINT	HM	PAINT	INSULATED WITH 4" FRAME HEAD

CODE ANALYSIS			
APPLICABLE CODES			
Code	Year	Year	
International Building Code	2015	National Electrical Code	2014
International Mechanical Code	2015	Uniform Code for Building Conservation	
International Fire Code	2015	Building Conservation	
International Plumbing Code	2015	ADA Accessibility Guidelines	2010
Conservation Code	2015		

A. Occupancy: **GROUP B**

B. Type of Construction (circle one):

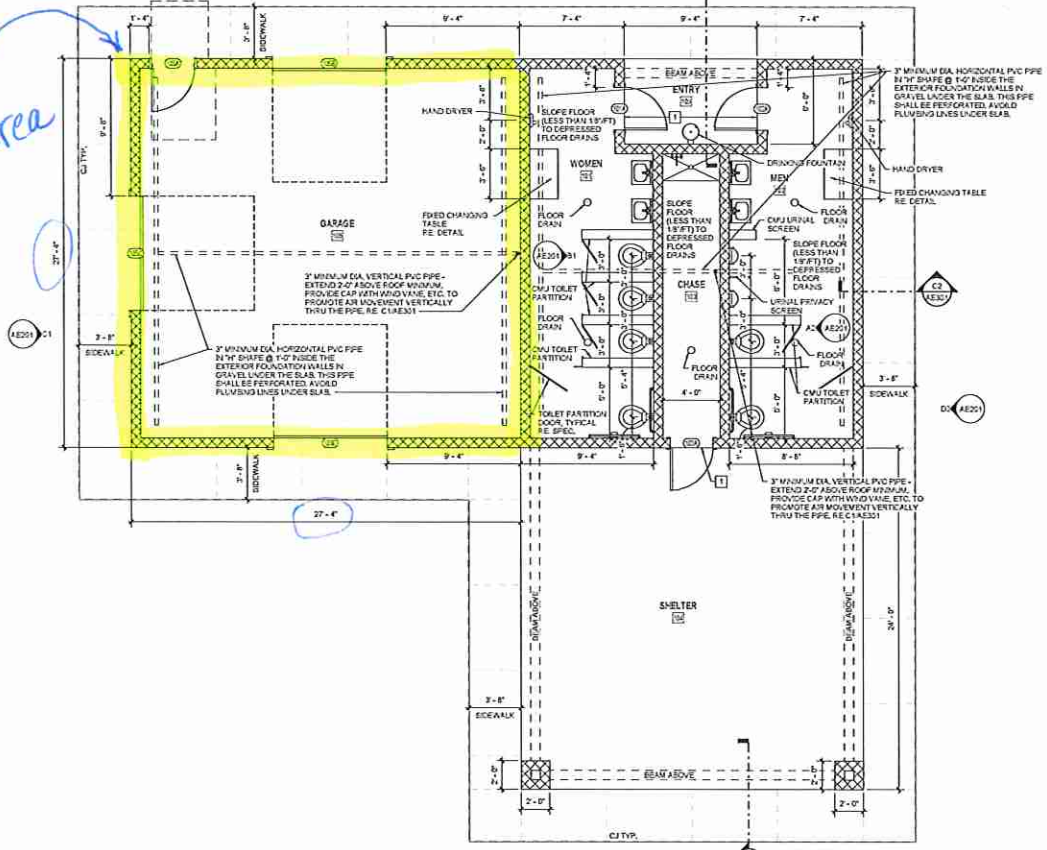
I A I B II A II B III A III B IV HT V A V B

C. Total Interior Floor Area: **1,844 SF**

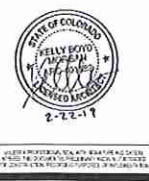
FLOOR PLAN NOTES

1. TOP OF INTERIOR CONCRETE SLAB AT +100.0; TOP OF EXTERIOR CONCRETE SLAB AT 1' BELOW INTERIOR CONCRETE SLAB AT DOOR, TYPICAL.

leased area



A2 SHELTER FLOOR PLAN
1/8" = 1'-0"



method studio
350 aspen avenue
fort collins, colorado 80501
phone 970.225.4422

consultant:

project:
Grand Junction Park
Restrooms Large

01021114: 1.8.2019
0411: 22 FEBRUARY 2020

revisions:

title:
Floor Plan

sheet:
AE101

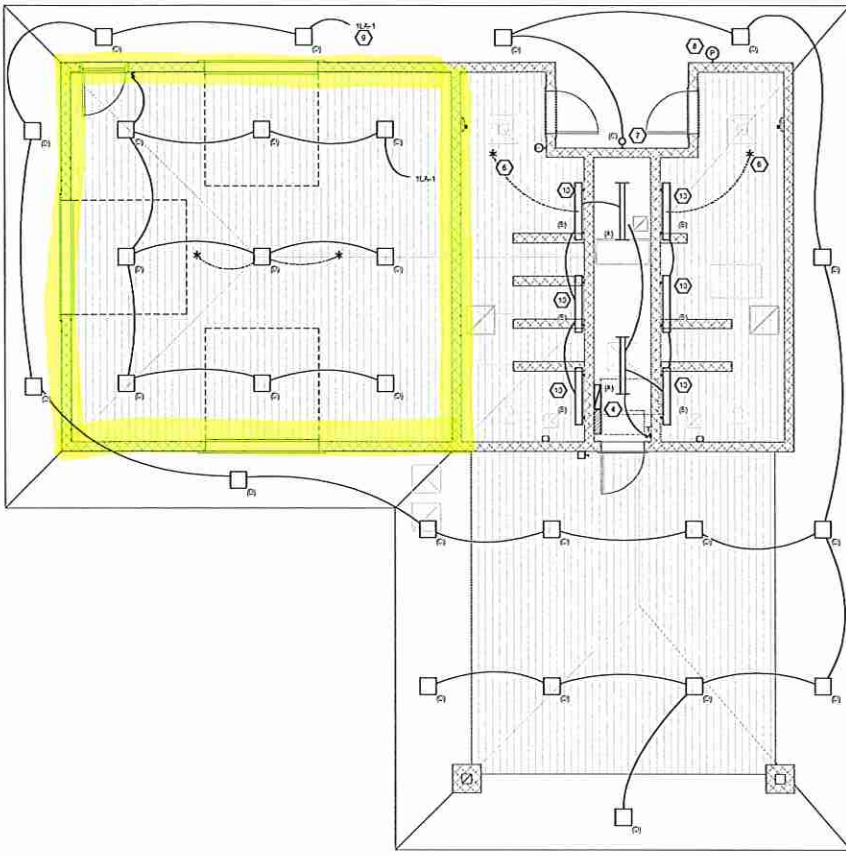
○ SHEET KEYNOTES

- 1 EXTERIOR RECEPTABLES AND FLOO COVER S SHALL BE WEATHERPROOF TO COMPLY WITH NEC REQUIREMENTS. THEY SHALL BE MOUNTED IN TYPE, FLUSH MOUNTED AND LOCKABLE. ALL EXTERIOR RECEPTABLE AND FLOO COVER S SHALL BE OPERATED BY A SINGLE KEY. EXTERIOR RECEPTABLE AND FLOO COVER S SHALL BE MADE OF HEAVY-DUTY CAST ALUMINUM. COORDINATE COLOR WITH THE ARCHITECT'S FINISH. USE 1/2" CONDUITS FEEDING THE EXTERIOR AREA RECEPTABLES UNDER THE FLOOR SLAB.
- 2 PROVIDE ELECTRICAL CONNECTIONS TO FAUCET AND FLUSH VALVES. COORDINATE EXACT LOCATION WITH THE PLUMBING INSTALLERS. ALL CONNECTIONS AND CONDUITS SHALL BE NECESSARY AND ACCESSIBLE ONLY BY THE PLUMBING TRADE.
- 3 PROVIDE ELECTRICAL CONNECTIONS TO HAND DRIVERS. CIRCUIT WITH 20A 120V 50% S70 CONDUIT. COORDINATE EXACT LOCATION WITH INSTALLERS PRIOR TO POURING.
- 4 PROVIDE LIGHTING CONTROL PANEL WITH ASTRONOMICAL CLOCK OR EXTERIOR WATER-PROOF CONTROLLER WITH ASTRONOMICAL CLOCK FOR LIGHTING CONTROL. COORDINATE PROGRAMMING OF THE LIGHTING WITH THE OWNER.
- 5 STUB (2) 1" PVC CONDUITS AND (2) 2" PVC CONDUITS FROM FAUCET/BOARD LOCATION TO 5' BEYOND ADJACENT CONCRETE. MARK GPS COORDINATES OF CONDUITS ON RECORD DRAWINGS FOR FUTURE USE.
- 6 PROVIDE MANUAL RESISTANT OCCUPANCY SENSOR MOUNT SENSOR AS HIGH AS POSSIBLE TO AVOID VANDALISM. PROVIDE SENSOR WITH AUXILIARY RELAY. CONNECT AUXILIARY RELAY TO EXHAUST FAN FOR CONTROL.
- 7 MOUNT FEATURE AT 12'-4".

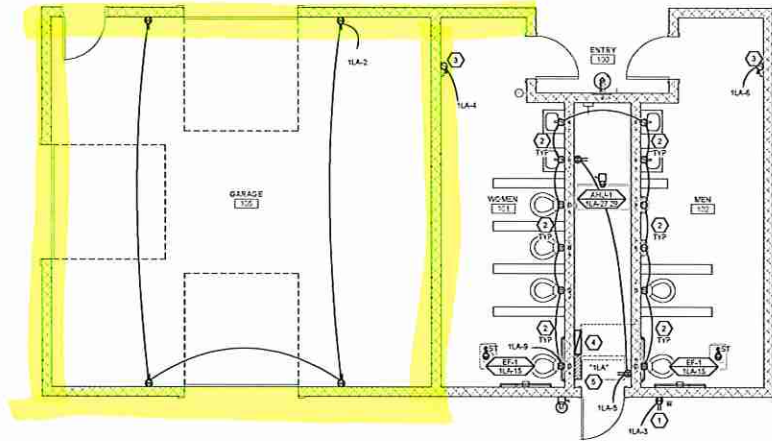
○ SHEET KEYNOTES

- 8 PROVIDE EXTERIOR RATED PHOTOCELL. FREEDOM #7-181 OR APPROVED EQUIVALENT.
- 9 CIRCUIT THROUGH LIGHTING CONTROLLER. COORDINATE PROGRAMMING WITH THE OWNER.
- 10 MOUNT FIXTURES WITH THE TOP OF THE FIXTURE TIGHT AGAINST THE CEILING.

GENERAL SHEET NOTES



(A1) LEVEL 1 LIGHTING PLAN
SCALE: 1/4" = 1'-0"



(A3) LEVEL 1 POWER PLAN
SCALE: 1/4" = 1'-0"



JEFFREY A. HINES, P.E.
10000
10000

METHOD
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LITTLE ROCK, AR 72201
PHONE (501) 532-4122

consultant:

SPECTRUM
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324 S. Stone St., Suite 400
Little Rock, AR 72201
501-225-7277
501-225-5151
www.spectrum-engineers.com

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Project:
Grand Junction Park
Restrooms Large

revisions:
1/18/2018 12:00pm
2/18/2018


title:
ELECTRICAL PLANS

sheet:
EE101


2018.03.15.10.10 PM
 C:\Users\jameshines\Documents\EE101\EE101.dwg
 JAMESHINES

INTERIOR LIGHTING FIXTURE SCHEDULE

ABBREVIATIONS		GENERAL NOTES	
MOUNTING B - BASE C - CEILING F - FLANGE G - GFCI P - PENDANT PL - PLATE R - RECESSED S - SLATFACE W - WALL	LUMINAIRE OPTIONS ARN - ARTS/RYND AND HEAT REJECTION CL - CAMP LOCATION EDC - EMBROIDERED EYES F - F-200 GFCI - F-200 GFCI LATCHED DOOR H - HOUSE SIZE D-BUILD HCB - HOUSE SIZE D-BUILD G3 - QUANT. HIG. TYPE STFC - STAFF WFL - WALL LOCATION	FINISH MW - WHITE/WHITE BL - BLACK SV - SILVER CL - CLEAR PA - PAINTED/PAPE S - STEEL BR - BRUSHED ALUMINUM G - GLOSS C - CAST COA - COLOR MATCH-COAT FINISHES FROM BY CLN - CUSTOM COLOR BY FINISH FS - MEETS FEDERAL SPECIFICATIONS TH - THERMALLY PROTECTED TP - TYPICAL FL - FLUSH R - RESIN W - WETTED	DIFFUSER LENS #A - ACrylic PSECK GRAY #B - ACrylic PSECK GRAY #C - GLASS CLEAR #D - GLASS CLEAR #E - OPT. GLASS CLEAR #F - OPT. GLASS CLEAR #G - OPT. GLASS CLEAR #H - OPT. GLASS CLEAR #I - OPT. GLASS CLEAR #J - OPT. GLASS CLEAR #K - OPT. GLASS CLEAR #L - OPT. GLASS CLEAR #M - OPT. GLASS CLEAR #N - OPT. GLASS CLEAR #O - OPT. GLASS CLEAR #P - OPT. GLASS CLEAR #Q - OPT. GLASS CLEAR #R - OPT. GLASS CLEAR #S - OPT. GLASS CLEAR #T - OPT. GLASS CLEAR #U - OPT. GLASS CLEAR #V - OPT. GLASS CLEAR #W - OPT. GLASS CLEAR #X - OPT. GLASS CLEAR #Y - OPT. GLASS CLEAR #Z - OPT. GLASS CLEAR
REFLECTOR GP - GROUND SP - SPECULAR BR - BRUSHED ALUMINUM DP - DIFFUSER (PAPE) ENAMEL EC - SPECULAR ENAMEL FR - FRONTCASE FS - FULL SPECTRUM GFCI - GFCI (PAPE) ENAMEL HCB - HOUSE SIZE D-BUILD H - HOUSE SIZE D-BUILD R - RECESSED S - SLATFACE W - WALL			



HEIGHT
DIAMETER



HEIGHT
LENGTH
DEPTH

ID	DESCRIPTION	NOMINAL SIZE				MOUNTING	TYPE	COLOR TEMP.	EFCI	INVERT COMPONENT	VOLTAGE	WATTS	FINISH	BURNING LUMENS	DIFFUSERS LENS	REFLECTOR	OPTIONS	MANUFACTURER (CATALOG SERIES)			
		LENGTH	DEPTH	HEIGHT	DIAMETER/Ø													OPTION 1	OPTION 2	OPTION 3	
(1)	GENERAL PURPOSE LENS LED STRIP LIGHT	4	2"	3"	-	P	LED	3000K		LED DRIVER	120V	21	MW	800					OPTION 1 COLLUSIA (LED-4-35-ALE-E4)		
(2)	VARIABLE RESISTANT CORNER MOUNT LED STRIP LIGHT	4	2"	3"	-	P	LED	3000K		LED DRIVER	120V	21	MW	800					COLLUSIA (LED-4-35-ALE-E4)		
(3)	PERIMETER LED WALL FAC.	12"	2"	6"	-	W	LED	3000K		LED DRIVER	120V	17	MW	1700					COLLUSIA (LED-4-35-ALE-E4)		
(4)	SURFACE MOUNT LED FIXTURE	14"	14"	8"	-	CS	LED	3000K		LED DRIVER	120V	35	MW	4400					COLLUSIA (LED-4-35-ALE-E4)		

EQUIPMENT SCHEDULE

MARK	QTY	ITEM DESCRIPTION	LOAD DATA								OVERCURRENT PROTECTION			DISCONNECT			STARTER				NOTES	MARK												
			HP	VW	MCA	FLA	VOL. T	PH	HZ	WIRE AND CONDUIT SIZE	FURN BY	DEVICE	LOCATION	FURN BY	DEVICE	LOCATION	FURN BY	DEVICE	SIZES	SELECTOR SWITCH			PILOT LAMP	NORMALLY OPEN CONTACT	NORMALLY CLOSED CONTACT	PHASE FAILURE RELAY								
AHU-1	1	AIR HANDLING UNIT	-	6	-	27	240	1	60	2 #8, #10 GR 1" CND	E	30/2 CB	1LA	E	33A/2P NF	ADJ TO EQUIP	Q	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	AHU-1
EF-1	2	EXHAUST FAN	1/5	-	-	4.4	120	1	60	2 #12, #12 GR 0.75" CND	E	20/1 CB	1LA	E	TOGGLE SWITCH	ADJ TO EQUIP	Q	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	EF-1	

PANEL: "1LA"

VOLTS/PHASE/WIRE		PANEL SIZE AND TYPE		MAIN SIZE AND TYPE		FED FROM		CABINET		LOCATION		NOTES															
120/240 V, 1 PH 3 WIRE		22" W x 48" D, EOL-TM-10		125 AMPERE		SURFACE		SURFACE		CHASE 103																	
ACCESSORIES																											
EXT	AMP	POLE	BRK	LTG	PWR	ED	PANEL DIRECTORY, IDENTIFICATION, GROUNDING BAR		PANEL LOAD		LOAD (VA)		CCP	EXT													
1	20	1	-	1.3	0.0	0.0	DESCRIPTION		A	B	DESCRIPTION		CO	PWR	LTG	BRK	SOLE	AMP	NO								
1	20	1	-	1.3	0.0	0.0	AREA LIGHTING		1.3	0.7	CO GARAGE 105		0.7	0.0	0.0	-	-	1	20	2							
3	20	1	-	0.0	0.0	0.0	CO SHELTER 104		-	0.0	1.0	PWR HAND DRIVER		0.0	1.0	0.0	-	-	1	25	4						
5	20	1	-	0.0	0.0	0.4	CO ROOM 105, 103		0.4	1.0	PWR HAND DRIVER		0.0	1.0	0.0	-	-	1	25	6							
7	20	1	-	-	-	-	SPARE		0.0	0.0	SPARE		-	-	-	-	-	1	20	8							
9	20	1	-	0.0	0.0	0.0	PWR SENSORS		0.1	0.0	SPARE		-	-	-	-	-	1	20	10							
11	20	1	-	0.0	0.0	0.4	CO SHELTER 104		-	0.4	0.0	SPARE		-	-	-	-	-	1	20	12						
13	20	1	-	-	-	-	SPARE		0.0	0.0	SPARE		-	-	-	-	-	1	20	14							
15	20	1	-	0.0	0.0	0.0	PWR EFCI		0.0	0.0	SPARE		-	-	-	-	-	1	20	16							
17	20	1	-	-	-	-	SPARE		0.0	0.0	SPARE		-	-	-	-	-	1	20	18							
19	20	1	-	-	-	-	SPARE		0.0	0.0	SPARE		-	-	-	-	-	1	20	20							
21	20	1	-	-	-	-	SPARE		0.0	0.0	SPARE		-	-	-	-	-	1	20	22							
23	20	1	-	-	-	-	SPARE		0.0	0.0	SPARE		-	-	-	-	-	1	20	24							
25	20	1	-	-	-	-	SPARE		0.0	0.0	SPARE		-	-	-	-	-	1	20	26							
27	30	2	-	0.0	0.0	0.0	PWR AHU-1		-	1.0	0.0	SPARE		-	-	-	-	1	20	28							
29	-	-	-	-	-	-	SPARE		-	-	-	SPARE		-	-	-	-	1	20	30							
TOTALS														CONNECTED VA PER PHASE		4	3	CONNECTED TOTAL VA		CONNECTED AMP PER PHASE		37	24	AVERAGE CONNECTED AMP PER PHASE		32	
NEC OVERHEAD LOAD CALCULATIONS														LIGHTING & CONTINUOUS LOADS: 1.3 VA @ 100% = 1.3 VA				100% CONNECTED LOAD PLUS 25%				DIVERSIFIED TOTAL VA = 8					
RECEPTACLES: 1.6 VA @ 100% = 1.6 VA														FIRST 150 VA @ 100%, REMAINDER @ 50%				AVERAGE AMP PER PHASE = 3									
ALL OTHER LOADS @ 100%: 5.2 VA														MOTOR TOTALS INCLUDED IN ALL OTHER LOADS WITH LARGEST MOTOR CALCULATED @ 125% PER NEC													
NOTE: GFCI, GFCI, GFCI SHALL BE CAPABLE OF BEING LOCATED OUT IN OPEN POSITION, ISHOLATED GROUND, AP-ARCL 5TH-30, NT TP, R, RED PROVIDE 850 COLORED BREAKER, BREAKER FAULT CURRENT INTERRUPTER, DISCOMBINATION OF GROUND FAULT AND ARC FAULT INTERRUPTER, DISCOMBINATION OF SHUNT TRIP WITH GFCI																											



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 Phone: (801) 532-8822

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 www.spectrum-engineers.com

project:
 Grand Junction Park
 Restrooms Large

revision: 18.cdp
date:

revisions:

title:
ELECTRICAL SCHEDULES

sheet:

EE601



Purchasing Division

ADDENDUM NO. 1

DATE: February 14, 2020
FROM: City of Grand Junction Purchasing Division
TO: All Interested Parties
RE: Outdoor Recreation Equipment Concessionaire Public-Private Partnership

Offerors responding to the above referenced solicitation are hereby instructed that the requirements have been clarified, modified, superseded and supplemented as to this date as hereinafter described.

Please make note of the following:

The due date on the cover page of this solicitation had the wrong opening date and time. The correct opening date and time is **March 26, 2020 prior to 2:30 P.M.**
The cover page has been amended to read:



Request for Proposal
RFP-4754-20-SH

**OUTDOOR RECREATION EQUIPMENT
CONCESSIONAIRE**

RESPONSES DUE:
March 26, 2020 prior to 2:30 P.M. Local
Accepting Electronic Responses Only
Responses Only Submitted Through the Rocky Mountain E-Purchasing
System (RMEPS)
www.bidnetdirect.com/colorado

(Purchasing Representative does not have access or control of the vendor side of RMEPS.
If website or other problems arise during response submission, vendor **MUST** contact
RMEPS to resolve issue prior to the response deadline. 800-835-4603)

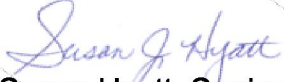
PURCHASING REPRESENTATIVE:
Susan Hyatt
susanh@gjcity.org
970-244-1513

This solicitation has been developed specifically for a Request for Proposal intended to solicit competitive responses for this solicitation, and may not be the same as previous City of Grand Junction solicitations. All offerors are urged to thoroughly review this solicitation prior to submitting. Submittal by FAX, EMAIL or HARD COPY IS NOT ACCEPTABLE for this solicitation.

The original solicitation for the project referenced above is amended as noted.

All other conditions of subject remain the same.

Respectfully,



Susan Hyatt, Senior Buyer
City of Grand Junction, Colorado



**Request for Proposal
RFP-4754-20-SH**

**OUTDOOR RECREATION EQUIPMENT
CONCESSIONAIRE**

RESPONSES DUE:

March 26, 2020 prior to 2:30 P.M. Local

Accepting Electronic Responses Only

**Responses Only Submitted Through the Rocky Mountain E-Purchasing
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Purchasing Division

ADDENDUM NO. 2

DATE: March 18, 2020
FROM: City of Grand Junction Purchasing Division
TO: All Interested Parties
RE: Outdoor Recreation Equipment Concessionaire Public-Private Partnership
RFP-4754-20-SH

Offerors responding to the above referenced solicitation are hereby instructed that the requirements have been clarified, modified, superseded and supplemented as to this date as hereinafter described.

Please make note of the following:

1. **Question:** "We're interested in trying to quantify how the city is classifying this space. Is it going to be some function of are you classifying it as A/B or C? Are you considering it retail? Special purpose? Or light industrial?"
Answer: The space is considered Retail.
2. **Question:** "What time does the bathroom close? When will it be locked for the season if at all?"
Answer: Restrooms are open 6:30 A.M. – 10:00 P.M. throughout the year.
3. **Question:** "Who pays the utilities?"
Answer: This will be negotiated with the awarded contractor once usages have been determined.
4. **Question:** "What are the design standards for business signage – I.E. can we have a sign out front while we are not there – how big? Can it be illuminated? Can we place Blade Flags out front while we are open? Hala/Hydrus flags"
Answer: Here's what the Las Colonias CCRs state about signage:

5.11 Signs.

5.11.1 Permitted signage. The only allowed sign types on any Pad Site are wall-mounted signs and monument signs. Wall-mounted signs shall be limited in size to no larger than 100 square feet. On a single building that is larger than 10,000 square feet in size, a sign of larger than 100 square feet may be approved by the LCDC and the City, but in no even shall such sign be larger than 200 square feet. Monument signage shall be limited to one sign per pad Site not to exceed 48 square feet in size.

5.11.2 Sign lighting. Sign lighting, if desired, must only illuminate the sign face and shall not produce glare. Individual letters used in the sign may be internally illuminated, but full backlit, cabinet signs are not allowed.

5.11.3 Prohibited signs: Off-premise advertising signs, digital and neon signs, and roof mounted signs of any type are not permitted.

5.11.4. Approval of signage. Signage must be depicted on the site plan and approved therewith.

“ Banners and wind driven signs may be displayed for a up to 30 consecutive days up to four times in a 12-month calendar year. Permit periods may run consecutively.”

None of the signs mentioned in the question are allowed per 5.11.1 above.

5. **Question:** “Can we do Interior design modifications? Storage racks secured to the walls or ceiling? TV on wall, increased lighting? Racks, etc”
Answer: All interior modifications must be approved by the City before completing them. Storage racks and TV on wall are permissible so long as there is not damage to the facility. Lighting modifications are likely not possible.
6. **Question:** “Does this space have a physical address? Can it – mail drop in garage door? Or put on side door?”
Answer: Please see Sections 1.5, 3.4 and 3.5 of the solicitation document. The address is 1695 Las Colonias Landing, Grand Junction, CO 81501. The City will work with the vendor to make sure mail can be received according to the needs of the vendor.
7. **Question:** “Does it have heating and cooling system? If not, will the city be installing one?”
Answer: The building does not have Air Conditioning nor is there any plans to install such a system. The building is heated.
8. **Question:** “Does the breaker panel system have the ability to power a compressor, portable heaters & cooling systems, computer system and TV? How many amps does the Breaker Panel hold and will we have access to that?”
Answer: We will work with the winning vendor to ensure their comfortable use of the leased space. This will be done by and through the City’s facilities staff including all modifications. The vendor will not have the ability to make material alterations without the consent of the City.

Here are the electrical schedules from the design documents:

PANEL: "1LA"																													
VOLTS/PHASE/WIRE: 120/240 V, 1 PH 3 WIRE				PANEL SIZE & TYPE: 22" W x 6" D, BOLT-ON				MAIN SIZE AND TYPE: 125 AMPERE				FED FROM:		CABINET: SURFACE		LOCATION: CHASE 103		NOTES:											
ACCESSORIES:										PANEL DIRECTORY, IDENTIFICATION, GROUNDING BAR										AIC RATING:									
CKT NO	OCP			LOAD (kVA)			PHASE LOAD				DESCRIPTION	LOAD (kVA)			OCP			CKT NO											
	AMP	POLE	BKR	LTG	PWR	CO	A	B				CO	PWR	LTG	BKR	POLE	AMP												
1	20	1		1.3	0.0	0.0	1.3	0.7			AREA LIGHTING	0.7	0.0	0.0		1	20	2											
3	20	1		0.0	0.0	0.2		0.2	1.0		CO: SHELTER 104	0.0	1.0	0.0		1	25	4											
5	20	1		0.0	0.0	0.4	0.4	1.0			CO: ROOM 105, 103	0.0	1.0	0.0		1	25	6											
7	20	1		--	--	--		0.0	0.0		SPARE	--	--	--		1	20	8											
9	20	1		0.0	0.1	0.0	0.1	0.0			PWR: SENSORS	--	--	--		1	20	10											
11	20	1		0.0	0.0	0.4		0.4	0.0		CO: SHELTER 104	--	--	--		1	20	12											
13	20	1		--	--	--	0.0	0.0			SPARE	--	--	--		1	20	14											
15	20	1		0.0	0.6	0.0		0.6	0.0		PWR: EF-1	--	--	--		1	20	16											
17	20	1		--	--	--	0.0	0.0			SPARE	--	--	--		1	20	18											
19	20	1		--	--	--		0.0	0.0		SPARE	--	--	--		1	20	20											
21	20	1		--	--	--	0.0	0.0			SPARE	--	--	--		1	20	22											
23	20	1		--	--	--		0.0	0.0		SPARE	--	--	--		1	20	24											
25	20	1		--	--	--	0.0	0.0			SPARE	--	--	--		1	20	26											
27	30	2		0.0	2.0	0.0		1.0	0.0		PWR: AHU-1	--	--	--		1	20	28											
29	--	--		--	--	--	1.0	0.0			SPARE	--	--	--		1	20	30											
TOTALS:							CONNECTED kVA PER PHASE				4	3	CONNECTED TOTAL kVA =				8												
							CONNECTED AMPS PER PHASE				37	26	AVERAGE CONNECTED AMPS PER PHASE =				32												
NEC DIVERSIFIED LOAD CALCULATIONS																													
LIGHTING & CONTINUOUS LOADS: 1.3 kVA @ 125% = 1.6 kVA										- 100% CONNECTED LOAD PLUS 25%					DIVERSIFIED TOTAL kVA = 8														
RECEPTACLES: 1.6 kVA @ 100% = 1.6 kVA										- FIRST 10kVA @ 100%, REMAINDER @ 50%					AVERAGE AMPS PER PHASE = 35														
ALL OTHER LOADS @ 100% : 5.2 kVA										- MOTOR TOTALS INCLUDED IN ALL OTHER LOADS WITH					- LARGEST MOTOR CALCULATED @ 125% PER NEC														
BKR: GF=GFCI, GF3=30mA GFCI CAPABLE OF BEING LOCKED OUT IN OPEN POSITION, IG=ISOLATED GROUND, AF=AFCI, ST=SHUNT TRIP, RED=PROVIDE RED COLORED BREAKER, AF=ARC FAULT CURRENT INTERRUPTER, GA=COMBINATION OF GROUND FAULT AND ARC FAULT CIRCUIT INTERRUPTER, GS=COMBINATION OF SHUNT TRIP WITH GFCI																													
NOTES:																													

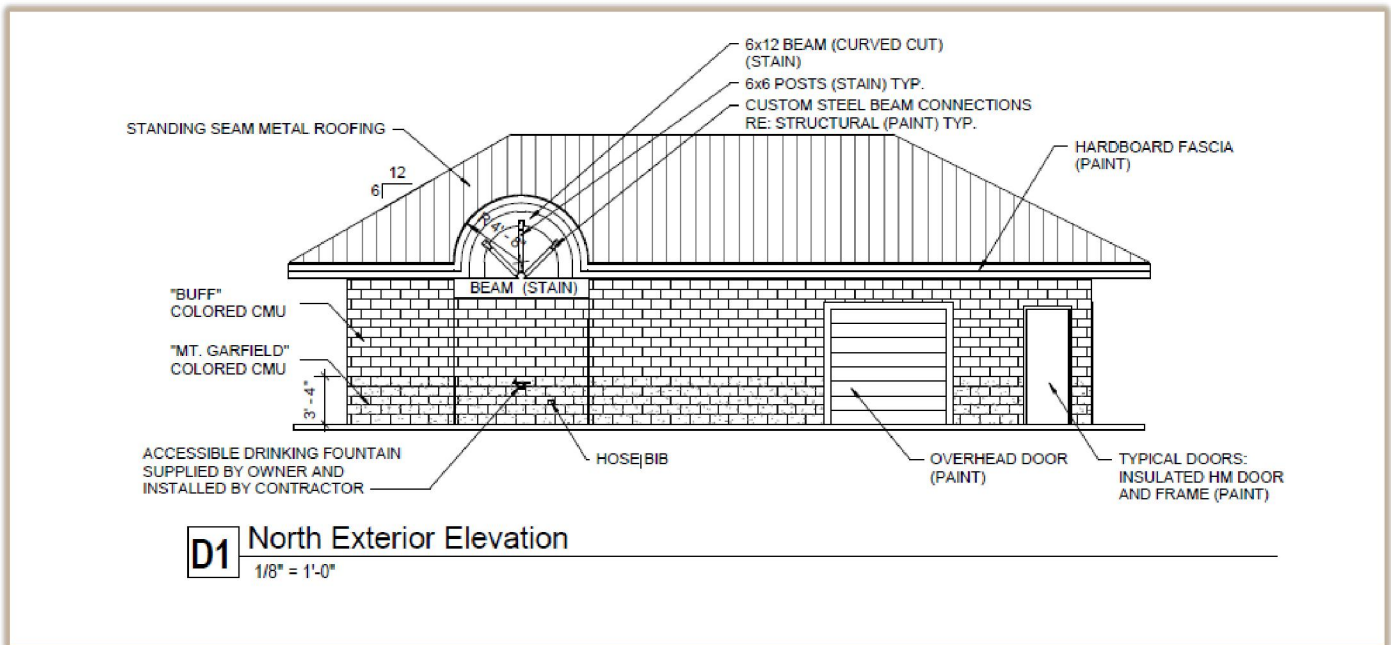
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9. Question: "Lease is for a year – Can we use shelter/kiosk for storage during the off months?"
Answer: Lease is a monthly rate. Storage during off months will be negotiated with the awarded contractor once the first season has ended.

10. Question: "Where is the water spigot for washing off equipment and will a key be provided for spigot? Will lessee be able to attach fittings and hoses to use it to clean off rental equipment? Can the city install another one closer to the entrance of the kiosk? Will there be enough water for this?"
Answer: See below for hose bib location. Yes, the vendor will have access to this and be able to use whatever attachment desired. The City will not install another hose bib as the current one should be adequate.

Fixtures are as follows:



PLUMBING FIXTURE SCHEDULE							
SYMBOL	FIXTURE	TRAP	WASTE	VENT	DOMESTIC COLD WATER	DOMESTIC HOT WATER	DESCRIPTION
WC	WATER CLOSET	INT.	4"	2"	1-1/4"	---	WALL MOUNTED, FLUSH VALVE, VITREOUS CHINA, ELONGATED, 1-1/2" REAR SPUD, BEDPAN LUGS, 15" RIM HEIGHT, SIPHON JET, 2-1/8" MINIMUM TRAPWAY, 1.6 GPF, SYSTEM PERFORMANCE MAP SCORE: 1,000 G. AT 1.28 GPF. LOW CONSUMPTION, DIAPHRAGM TYPE ELECTRONIC SENSOR FLUSH VALVE, 24V HARDWIRED, 1.6 GALLON PER FLUSH, PROVIDE TRANSFORMER, POLISHED CHROME PLATED BRASS. OPEN FRONT SEAT, LESS SEAT, HEAVY DUTY MOLDED PLASTIC, ELONGATED, STAINLESS STEEL HINGE POSTS.
WC-A	WATER CLOSET (ACCESSIBLE PUBLIC TOILET ROOM)	INT.	4"	2"	1-1/4"	---	WALL MOUNTED, FLUSH VALVE, VITREOUS CHINA, ELONGATED, 1-1/2" REAR SPUD, BEDPAN LUGS, 15" RIM HEIGHT, SIPHON JET, 2-1/8" MINIMUM TRAPWAY, 1.6 GPF, INSTALL MINIMUM 17" AFF. SYSTEM PERFORMANCE MAP SCORE: 1,000 G. AT 1.28 GPF. LOW CONSUMPTION, DIAPHRAGM TYPE ELECTRONIC SENSOR FLUSH VALVE, 24V HARDWIRED, 1.6 GALLON PER FLUSH, PROVIDE TRANSFORMER, POLISHED CHROME PLATED BRASS. OPEN FRONT SEAT, LESS SEAT, HEAVY DUTY MOLDED PLASTIC, ELONGATED, STAINLESS STEEL HINGE POSTS.
UR	URINAL (ACCESSIBLE)	INT.	2"	2"	1"	---	WALL MOUNTED, FLUSHING RIM, WASHOUT, VITREOUS CHINA, 3/4" REAR SPUD. ELECTRONIC, HARD WIRED, 24V, DIAPHRAGM TYPE FLUSH VALVE, 0.25 GALLON PER FLUSH. POLISHED CHROME PLATED BRASS. FLOOR MOUNTED SUPPORT, FLOOR BEARING PLATE, TOP AND BOTTOM BEARING STUDS.
LAV	LAVATORY (ACCESSIBLE)	1-1/4"	1-1/2"	1-1/2"	1/2"	1/2"	FIXTURE: VITREOUS CHINA, WALL MOUNTED, 4" CENTERS, ADA. FAUCET: SENSOR FAUCET, 24V HARD WIRED CONNECTION, LAMINAR FLOW RESTRICTOR, POLISHED CHROME PLATED LEAD FREE BRASS. DRAIN: CHROME PLATED GRID TYPE DRAIN, CHROME PLATED BRASS TAILPIECE, OFFSET TAILPIECE. TRAP: WHITE POLYVINYL CHLORIDE (PVC). AERATOR: POLISHED CHROME PLATED LEAD-FREE BRASS, LAMINAR FLOW, 0.5 GPM. STOPS: 1/2" I.P.S. x 3/8" O.D. COMPRESSION, POLISHED CHROME PLATED HEAVY PATTERN LEAD FREE BRASS ANGLE BALL VALVE. SUPPLIES: PEX TUBING, FORMED NOSEPIECE WITH FLANGE, RUBBER WASHER OR GASKET, PLASTIC COMPRESSION SLEEVE, ASTM A112.18.8, ASTM F877. ENCLOSURE: RIGID POLYVINYL CHLORIDE ENCLOSURE, ADA ACCESSIBLE, UL LISTED.
MS	MOP SINK	3"	3"	2"	1/2"	1/2"	CAST-IN-PLACE CONCRETE, COORDINATE DIMENSIONS WITH OWNER. FLAT GRID DRAIN, POLISHED CHROME PLATED. POLISHED CHROME PLATED LEAD-FREE BRASS, ATMOSPHERIC VACUUM BREAKER, 3/4" THREADED HOSE CONNECTION, LEVER HANDLES. OFFSET INLET'S ARM WITH INTEGRAL CHECK. PROVIDE ADDITIONAL HOSE BIB WATER CONNECTION FOR CHEMICAL DISPENSER. PROVIDE DOUBLE CHECK WITH VACUUM BREAKER ON WATER LINE SERVING ADDITIONAL HOSE BIB.
DF	DRINKING FOUNTAIN	1-1/4"	1-1/2"	1-1/2"	1/2"	--	FIXTURE FURNISHED BY OWNER, INSTALLED BY THIS CONTRACTOR. SCHEDULE 40 PVC P-TRAP. ANGLE BALL VALVE STOPS, 1/2" I.P.S. x 3/8" O.D. COMPRESSION, POLISHED CHROME PLATED LEAD FREE BRASS, HEAVY PATTERN RIGID POLISHED CHROME PLATED COPPER TUBING SUPPLIES. REMOTE CHILLER, 115V/1PH/60HZ.

NOTES:

11. Question: "Can lessee park or stage a trailer in front? Is there designated parking (staff, for shuttle bus, customers)?"

Answer: Loading and unloading will be allowed in front of the area, but it is not for long term parking.

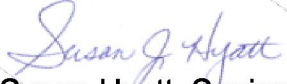
- 12. Question:** "What is the electrical situation like charging equipment radios and tablets during the night?"
Answer: The power is not shut off at night on the interior, but externally accessible power will be shut off.
- 13. Question:** "To utilize space, we plan on having some roller racks for the duckies, SUPs, tubes and rafts to be rolled out on the outside area, the sidewalk or open curb space around the kiosk (outdoor customer areas along the garage doors). Would this be allowed?"
Answer: Yes, the awarded contractor will be allowed to use the outdoor area immediately adjacent to the leased space as mentioned in Sections 3.6 and 3.7 of the original solicitation.
- 14. Question:** "Can you please define what the usable sidewalk space?"
Answer: This item is negotiable upon execution of lease. The City must approve use of outdoor space as to not infringe on public use, safety, access or enjoyment.
- 15. Question:** "Is the picnic shelter adjacent to the lease space available to rent?"
Answer: Yes. The shelter space is available for rent similar to all shelter spaces throughout the Parks and Recreation system. Visit gjparksandrec.org or call 254.3866.
- 16. Question:** "Explain how the option for three annual renewals works?"
Answer: If mutually agreeable between the awarded contractor and the City, a written annual renewal will be generated by the City for the contractor to sign. Renewals typically are done three months prior to the expiration date to allow time for a new solicitation if the extension is not exercised by either party.
- 17. Question:** "Will lessee be able to utilize the Butterfly Lakes and water park for lessons, clinics, demos and yoga? Do you need a separate permit to use the Butterfly Lakes and water park?"
Answer: These areas are on a first come first served basis. The City reserves the right to reevaluate this policy and change it as needed as the Riverfront becomes activated.
- 18. Question:** "Can we use the adjacent lawn spaces for dryland yoga and classes? Do we need a separate permit for this?"
Answer: Park permits are required for all organized use and reservation of park space. Call 254.3866 for more information.
- 19. Question:** "Will internet/WIFI be available in the space?"
Answer: No.
- 20. Question:** "Is there a telephone line to the space?"
Answer: No.
- 21. Question:** "Can directional signage be used (entrance off of Riverside Parkway, within the park, along the trail, etc)?"
Answer: These signs are not allowed per 5.11.3 above mentioned in the answer to question #4 above.
- 22. Question:** "Does the kiosk operator have some level of priority access to the Riverfront Trail, River Play Space, boat ramp?"
Answer: No. As a public venue, the only priority the kiosk operator will have is for the actual leased space.

- 23. Question:** “Does the kiosk operator have any safety/emergency response expectation along the riverfront trail or the River Play Space?”
Answer: No. As a public venue, all safety/emergency responses will be similar to any other park space throughout the Parks and Recreation system.
- 24. Question:** “On the Create Bid page where we submit the proposal through Bid Net, there is a tab named “Pricing”. Do you want us to use the monthly amount we are using in the RFP Section 6.0: Solicitation Response Form; or do you want the annual amount submitted? Is it something else, like over the four-year total in available contract?”
Answer: You can enter \$1 in this field. The City only recognizes prices submitted on our official Response Form.
- 25. Question:** “Could you please clarify a little more in the RFP Section 3, 3.7 what are “volume guarantees or restrictions”?”
Answer: The City will not guarantee a certain amount of sales or traffic to the venue, nor will the City enter a contract containing these types of guarantees or restrictions. A restriction means the City will not agree to a clause stating the lease price is reduced if a certain level of activity is not met.
- 26. Question:** “We are concerned with possible conflicts of interest (RFP Section 2, 2.8) with other parties that are submitting an RFP. How is the review process separating itself from the Las Colonias development board that oversees the commercial development in the park?”
Answer: This clause is not related to the commercial development of the park. It has to do with the awarded contract, the awarded firm and the City. Meaning no public official or City employee can gain financially due to the resulting contract. Consequently, one of your employees or a partner is not allowed to be involved in the evaluation or award of this project. If you are aware of any conflict of interest (a person who could sway a decision for any personal reason) or if they have a family member who is involved in any way, you will need to disclose that information. The City must always maintain a transparent and trustworthy position in evaluation and award of any and all contracts. Integrity if of the utmost importance.
- 27. Question:** “Does the lessee have preference over the water park features, boat ramp and the butterfly pond?”
Answer: This was already addressed in question #22: No. As a public venue, the only priority the kiosk operator will have is for the actual leased space.
- 28. Question:** “Can an outside business use the water park features, boat ramp and butterfly pond to provide safety talks, mobile rental drop offs & pick-up, lessons and events at the same time of the lease (if outside business is permitted to do so)?”
Answer: This was addressed in questions 17 and 18: These areas are on a first come first served basis. The City reserves the right to reevaluate this policy and change it as needed as the Riverfront becomes activated. Park permits are required for all organized use and reservation of park space. Call 254.3866 for more information.

The original solicitation for the project referenced above is amended as noted.

All other conditions of subject remain the same.

Respectfully,



Susan Hyatt, Senior Buyer
City of Grand Junction, Colorado



STAND UP PADDLE
BOARDING CO.

Las Colonias Proposal

2414 Sandridge ct.
Grand Junction, CO 81507

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Table of Contents

I. Cover Letter.....	1
II. Qualifications/ Experience/ Credentials.....	2-8
Owner/Manager.....	2
Business Development Manager.....	3
Employee Classifications	
Kiosk Personnel.....	3-4
Instructors.....	4-5
Guides.....	5-6
Yoga Instructors.....	6-7
Grand Junction Stand Up Paddle.....	7-8
III. Strategy & Implementation Plan.....	9-27
Project Scope.....	9
Community Interest.....	9
Safety.....	9-10
Environmental Stewardship.....	11
Instruction.....	10
Support.....	11
GJ SUP Highlights/Industry Overview.....	11-13
Position in Local Industry.....	13-14
Financials.....	14
What Makes GJ SUP Unique.....	15
Keys To Success.....	16
Las Colonias Kiosk Infrastructure.....	16-17
Customer Interaction.....	17-18
Equipment Acquisition Summary.....	18-19
Rental Services.....	19-20
Lake and Water Park Rental Pricing.....	20
River Rental Pricing	21-22
Retail Pricing.....	22
Additional Service Descriptions.....	22-24
Hours Of Operation.....	24-25

Marketing.....25
Marketing Analysis.....26-27

IV. Referances.....28
V. Solicitation Response Form.....29
VI. Ancillary Ideas and Media Potentials.....30-33

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City of Grand Junction
Parks & Recreation Dept.
1340 Gunnison Av.
Grand Junction, Co 81501

Dear City of Grand Junction

The intent of this letter is to inform the City of Grand Junction of our included proposal for the lease of the new kiosk directly adjacent to the Las Colinas Boat ramp for the 2020 season with an additional 3-year contract extension.

Grand Junction Stand Up Paddle (GJ SUP) was created in 2016. We are a full-service lake and river outfitter. We provide rentals, educational resources, and skills clinics for river and lake users. We are also a retail provider of river and lake paddle sports equipment. Through contracts with the Colorado State Parks system we have maintained a fixed place of operations at Highline Lake State Park since 2017. Additionally, through our two mobile units we have been able to provide services to the greater Grand Valley, servicing the Colorado and Gunnison rivers and the String of Pearls park system along the Colorado River corridor.

Our rental fleet includes paddle boards, surfboards, duckies, small rafts, kayaks, tubes and the associated safety gear associated with each. We provide American Canoe Association (ACA) certified instruction including paddling clinics & Swiftwater rescue classes. We host yoga retreats, water & land-based yoga classes, and river surfing clinics. We are a licensed river outfitter (permit #599). We have the ability to operate clinics on other local venues such as the Dolores and Gunnison River Valleys via a special recreation permit secured through the BLM. We have existing contracts to provide services with the City of Grand Junction, the City of Fruita, Corn Lake, Connected Lakes and Highline Lake State Parks. We hold demo retail events which give us a chance to showcase our vendors equipment but also provide families with limited financial resources the opportunity to get on the water in a safe and structured environment. We have demonstrated a track record of volunteering time and resources to local charities and events. GJ SUP has shown a desire to help build up our community through collaborations with other local businesses such as Colorado River Fest.

Grand Junction Stand Up Paddle fits the narrative of the Las Colonias Business Park. We are a seasoned provider of the services the City of Grand Junction is looking for. We have healthy connections with paddle sports vendors and have existing reciprocal relationships with industry influencers outside of our local community. We are committed 17year locals of the Grand Valley and have stayed here because of all the amazing outdoor resources it has to offer. We are woman owned, locally grown and a Business Incubator success story. We are pleased to submit this proposal for the services requested at the Las Colonias Boat ramp.

Thank You,
Elizabeth Fortushniak

Qualifications/Experience/Credentials

Qualifications/Experience

Grand Junction Stand Up Paddle (GJ SUP) is a women owned and locally operated business. GJ SUP was developed through the resources provided by the Grand Junction Business Incubator. Our principal owner/manager, Elizabeth Fortushniak has lived in the valley for 17 years. Prior to this move she worked as a mountain guide in Leadville, Colorado taking inner city youth and at-risk teenagers on extended (7day +) backcountry trips in the heart of the Colorado Rockies. These trips included various forms of outdoor recreation including summiting 14'ers, rock climbing, rafting and low ropes team building courses. These early experiences are the foundation of GJ SUP.

Grand Junction Stand Up Paddle was created in 2016 with the development of a business plan and submittal of proposals to Colorado Parks and Wildlife at Highline Lake State Park. Since then Elizabeth has overseen and managed the day to day operations of GJ SUP for the last four years. These duties are diverse and involve. All retail vendor relations are her responsibility which involved securing equipment manufacturers like HALA Gear, Hydrus Board Tech, Hyside, Badfish, Prana, NRS and several others. She has negotiated contracts to rent equipment, sell equipment and provide demos for GJ SUP equipment vendors. She runs the details of the customer relations including securing competitive pricing and negotiating retail agreements. Elizabeth manages the day to day operations of scheduling lessons & trips, rental point of sale systems, customer service, negotiating group pricing, bookings, and payroll. On the operational side she instructs lessons and yoga classes.

Credentials

- Associate Degree - Colorado Mountain College, Natural Resource Management/ Riparian Restoration
- Bachelor of Science – Mesa State College, Environmental Science & Undergrad Business
- Master of Business Administration – Colorado Mesa University, In Progress
- American Canoe Association (ACA) Level 1 (L1) SUP Instructor
- World Paddle Association (WPA) L1 SUP Instructor
- Academy of Yoga, 200hr RYT Instructor
- Half Moon Yoga: Baptiste Yoga Teaching, 200hr RYT Instructor
- Paddle Into Fitness, SUP Yoga & Fitness Cert
- ACA L2-L4 Instructor Candidate Training
- Stand Up Paddle Colorado Guide School, 7 Day Intensive
- RVR 2 RVR 2 Day SUP & Surf Clinic
- ACA L4 Swiftwater Rescue Cert
- SOL, Wilderness First Aid Cert
- American Red Cross First Aid and CPR
- Hala Gear Ambassador & Prana Influencer
- Lead guide of Multiple extended backcountry trips supervising groups of 10-20.

GJ SUP's business development manager, James Stover assist with contract negotiation, operations manuals, business plan development, vendor & customer relations, shuttles, trip logistics, equipment repairs and maintenance. He is an accomplished back county user and alpinist with a multitude of completed expeditions including trips alpine climbing above 7000 meters & remote locations in such as Kyrgyzstan, Argentina, and the Greater Ranges of Alaska. He is a former raft guide and ski patroller with a solid foundation in emergency medicine as a former Wilderness First Aid and Emergency Medical Technician (EMT).

Credentials

- AS – Colorado Mountain College, Environmental Studies/ Ski Area Management
- BS – Environmental Geology
- ACA L4 Swiftwater Rescue
- EMT - National Registry
- Wilderness First Responder
- Winter Emergency Care
- Ski Patrol Alyeska, Alaska
- Headwaters Rafting - Lead guide
- 10 years as a team supervisor overseeing remote oil and gas operations with budgets of \$100,000 – 1,500,000

Employees

GJ SUP has developed an employee operation manual over the last four years specifying and defining positions within our business operations. We have guidelines to each subset of employee position. The guidelines include how each job is to be performed and credentials they must have and maintain to hold that position. It is mandated that all personnel adhere to protocols and standards we have instituted over the course of our development. GJ SUP actively pursues quality individuals who value continual education, trainings and have a desire to share their love for the outdoors with others. GJ SUP supports individuals that invest in themselves by providing reimbursement for trainings we require. Lead instructors' mentor new instructors throughout the recreational season. In addition, we run an in-house training on customer service procedures, river operations, swiftwater rescue and 1st aid scenarios. On the retail side, GJ SUP provides trainings that include briefings on our vendors products, and staff demos identifying product uniqueness. GJ SUP has broken down its job positions by the following: kiosk personnel, SUP & kayak instructor, clinic/ trip lead & co-guide, and yoga instructor.

Kiosk Personnel

Kiosk employees are on the front lines and represent the brand of GJ SUP with equipment rentals being the 1st and foremost component of our business. They are assigned the duty of maintaining the face of GJ SUP at our fixed locations. They are the backbone of GJ SUP as these individuals could be tasked with manning

a kiosk for rental & retail operations, running shuttles, assisting in setting up gear for lessons & yoga classes or helping in special events such as, prepping food on a clinic or setting up lights for a full moon paddle.

Job Duties

- Knowledge of point of sales (POS) system
- Operate the kiosk according to ACA guidelines
- Have an understanding of equipment anatomy and function
- Provide safety talk with all renters
- Know all venues and all possible extraction points in the event of an emergency
- Be able to provide a land demo of basic SUP skills
- Maintaining company emergency equipment
- Arrive at locations early enough to have equipment prep and ready for day
- Ensure all significant weather and lightening protocols are followed
- Maintain, clean & store equipment at designated locations
- Represent GJ SUP with the upmost professionalism
- Wear GJ SUP logo uniform while representing business
- Provide a fun atmosphere to work in
- Know emergency protocol for their given location

Credentials

- GJ SUP employee training cert
- ACA paddle sports safety awareness cert
- Valid Colorado driver's license
- 1st Aid/ CPR cert
- Food handlers' card

Instructors

GJ SUP provides certified lesson based upon American Canoe Association standards (ACA). All instructors/ guides will have at the very least a stand up paddle (SUP) level 1 ACA instructor certification. Instructors in training will shadow a lead instructor to prepare for their ACA L1 instructor certification training. All instructors are required to maintain a current 1st Aid / CPR certification – preference is given to prospective employees with more advance emergency medicine. Instructors may be tasked with several aspects of our business, so it is important they be cross trained. Additional tasks may include rental & sales at kiosk stations, equipment maintenance, shuttle driving, food prep and assist with special events.

Job Duties

- Teach skills & techniques set by ACA SUP guidelines
- Proficient in emergency protocol for their given location
- Experienced and knowledgeable with GJ SUP communications equipment including satellite phone and two way radios

- Proficient knowledge of all venues and all possible extraction points in the event of an emergency
- Maintain company emergency equipment
- Maintain, clean & store equipment in designated locations
- Arriving at locations 30 min to 1hr early to gear up for lessons & clinics
- Provide a fun atmosphere to learn in
- Represent GJ SUP with the upmost professionalism
- Wear GJ SUP logo uniform while representing business

Credentials

- GJ SUP instructor & guide lake and river cert
- ACA L1 SUP cert
- ACA L4 swiftwater rescue cert or equivalent
- Wilderness First Aid/ Wilderness First Responder (WFA/ WFR) or equivalent cert
- Current 1st Aid/ CPR cert
- ACA Paddle sports safety cert
- Valid Colorado drivers license
- Food handlers card

Guides

GJ SUP is moving in the direction of providing guided trips on paddleboards and rafts. It is one of GJ SUP's goals to provide guided rafting as one of the services it offers. All GJ SUP river guides are regulated under the State of Colorado Parks & Wildlife recourses code of Colorado regulations sections CCR 405 / CCR 406 Specifically, chapters 405-1, 405-2, 405-6, 405-7, 406-1. GJ SUP also actively operates under the special recreation permit (SRP) we have secured from the Bureau of Land Management (BLM) Grand Junction & Montrose field offices. GJ SUP adheres to all the rules and regulations set forth by them for operations on public lands within their jurisdiction. These regulations included: having appropriate river miles for lead guide position and a current 1st Aid/ CPR cert. GJ SUP requires it's guides to have an additional level of swiftwater rescue training that is not required by the state. We require all guides to have at a minimum ACA L4 Swiftwater rescue or equivalent cert. GJ SUP provides this training for employees at the beginning of each year. Due to the nature of our business, theses employees must also be cross trained in all other aspects of our business.

Job Duties

- Teach skills & techniques set by the ACA SUP guidelines
- Proficient knowledge of protocol for their given location
- Experienced and knowledgeable with GJ SUP communications equipment including satellite phone and two way radios

- Proficient knowledge of all venues and all possible extraction points in the event of an emergency
- Arriving at locations sufficiently early to gear up for trip
- Apply physical activities while maintaining a friendly attitude
- Provide a fun atmosphere to learn
- Maintain company emergency equipment.
- Maintain river miles in personal log book
- Maintain cleanliness of company vehicle & trailer
- Maintain, clean & store equipment in designated locations
- Represent GJ SUP with the upmost professionalism
- Wear GJ SUP logo uniform while representing business

Credentials

- GJ SUP instructor & guide lake and river cert
- ACA L1 SUP cert
- ACA L4 swiftwater rescue or equivalent cert
- WFA/ WFR or equivalent cert
- Current 1st Aid/ CPR cert
- State of Colorado Logged River Miles
- ACA paddle sports safety cert
- Valid Colorado drivers license
- Food handlers card

Yoga Instructors

Grand Junction Stand Up Paddle provides SUP yoga and outdoor dryland yoga classes. All yoga instructors are required to be a 200 register yoga teacher (RYT). Yoga instructors are required to have an ACA or Paddle Into Fitness (PIF) L1 SUP cert or completed a GJ SUP's SUP yoga teacher training. Instructors are to maintain a current 1st Aid/ CPR. Preference is given to prospective employees with more advanced yoga training and higher levels of emergency responder training. Yoga instructor may be tasked from time to time to help out with retreats. New instructors will be mentored under senior instructors before teaching class on their own. All instructors will know our venues and will have been mentored under senior instructors before teaching such class on their own.

Job Duties

- Represent GJ SUP with the upmost professionalism
- Wear GJ SUP logo uniform representing our brand while conducting business
- Provide a fun atmosphere to lean in class
- Come to class prepared with a set of sequences to teach
- Teach SUP skills & techniques equivalent to the ACA, PIF or GJ SUP
- Arrive at locations 30 mins early to prepare equipment for lessons

- Experienced and knowledgeable with GJ SUP communications equipment including satellite phone and two way radios
- Teach paddling skills set by ACA guidelines
- Proficient knowledge of emergency protocol for their given location
- Proficient knowledge of all venues and all possible extraction points in the event of an emergency
- Maintain company emergency equipment.
- Maintain, clean & store equipment in designated locations

Credentials

- GJ SUP instructor & guide lake and river cert
- GJ SUP yoga training or equivalent cert
- ACA L1 SUP or equivalent cert
- ACA L4 swiftwater rescue or equivalent cert *if instructing on river retreats
- Current 1st Aid/ CPR
- WFR/WFA or equivalent cert
- ACA paddle sports safety cert
- 200 hr. RYT cert
- Valid Colorado driver's license
- Food handler card

Grand Junction Stand Up Paddle

Grand Junction Stand Up Paddle operates under the State of Colorado Department of Natural Resources Code of Colorado Regulations sections CCR 405/CCR 406. Specifically, chapter's 405-1, 405-2, 05-6, 405-7, 406-1. GJ SUP also operates under a BLM special recreation permit (SRP) pursuant to all the rules and regulations set forth by the BLM Grand Junction and Montrose field offices for operations on land under their jurisdiction.

As a business, GJ SUP has developed and adjusted to market conditions to help become profitable. We have seen 30% growth every year since our inception. GJ SUP takes the rental & paddle board business seriously. We invest in our employees and have seen three out of four return year after year. We have demonstrated the ability to fill a niche market and to market it in a successful way. We have proven the ability to mutate to market conditions and adjust on the fly to good ideas and profitable ventures.

Credential

- GJ SUP is a register LLC
- BLM SRP #CO-SO80-20-022
- Colorado state Outfitters Permit #599
- Concierge permit with Highline Lake State Park
- City of Grand Junction Commercial Use Permit

- Special use permit with James M. Robb State Park (Fruita, Connected and Corn Lake locations)
 - ACA Outfitter Livery & Guide member
 - Colorado State Sales Tax License
 - Independent contracts agreement with City of Fruita Parks & Rec
 - Established rental procedures
 - Established website, www.gisup.com
 - Established local & regional social networks
 - Online Farcharbor booking system
 - Established social media presence on Instagram, Facebook, You Tube and Twitter
- Business partnerships with industry leaders
 - Demo Retail center for multiple brands
 - Educated and trained employees
 - Procuring 30% growth in gross revenue 4 years in a row
 - Doubled total assets within a three-year period
 - Growing our fleet of paddleboard suppliers from 1 main brand to 4 brands and a raft manufacturer.
 - Tripled our availability of offerings in three years

Strategy and Implementation Plan

Project Scope

Grand Junction Stand Up Paddle sees Las Colonias as a catalyst for the outdoor recreation movement here in Grand Junction. As 17-year locals of the Grand Valley we are intimately aware of the need to diversify our local economy. We see the recreation resources the City of Grand Junction has just recently begun to push as a completely viable direction and believe that with time the Grand Valley will be known as one of the best places to live in Colorado. We have enjoyed the fruits of our geographically blessed location with biking, paddling, and climbing since we got here. The quantity and availability of outdoor recreation is immense and one of the many reasons we have chosen to stay here. GJ SUP was designed with the intent to promote, educate and add value to the areas we conduct business on. This parallels the values the City of Grand Junction is identifying with. As we succeed as an outdoor recreation company in this venue, we help to promote the city's vision.

Community Interest

Our understanding of the project scope and objectives for the Las Colonias Kiosk involves four components supporting a common element. This common element provides shelter and adds strength to its supporting components. Our element lies in the realization that the more people that use and enjoy the Las Colonias river front the more successful the recruitment for outdoor rec businesses will be. In turn the more benefit and value the city will derive from this location. Therefor our primary element will be to spark community interest. We plan to aggressively promote the services we are providing here in the hopes of sparking interest in the waterfront and Las Colonias as a whole. The more people we can help get down to the river front the more inviting the area will become. The more of a "scene" that develops the more successful the entire project will be. In turn, the more business this location sees the more services we can provide for the community.

This approach has ulterior motives. By promoting a safe environmentally conscious use of the water park, lake & local rivers, we are helping to increase environmental stewardship of not only this venue & the Grand Valley river corridors but also other river venues our users might happen to visit. The four pillars we plan to support this central theme with are safety, environmental stewardship, instruction and support.

Safety

Outlined in the City of Grand Junction RFP but also from our own experiences on the river, there has always been a user group who lacks the proper equipment and knowledge to travel safely on the river. Without a doubt the accidents that have happened on our local rivers have predominately happened to this

user group. We plan to engage this user group by providing ACA certified instruction on subjects like swiftwater rescue, paddle craft operation and river craft/boat maintenance & safety. To further help get this user group involved we have held and will continue to hold free demos. This allows us to showcase our equipment and provide instruction and briefs on the high points of safety. In addition, we provide safety talks to all users' weather it is a gear rental or a river lesson going out with one of our certified instructors. We already have strict company guidelines in place regarding rentals and river flows. GJ SUP has established Emergency Action Plans (EAP) for lake & river operations, preseason inspection checklists for our watercrafts and we provide our personnel with first aid and swiftwater rescue gear. We are well versed in outdoor recreation from a risk management standpoint and approach our business from that angle.

Environmental Stewardship

This pillar we hold close to our center as graduates of CMU environmental science programs. We cherish the idea that GJ SUP promotes conscientious awareness of the river corridor. This idea fits well with the history of the land the Las Colonias Business Park sits on. It emboldens us to see how far this area has come and for us to be a part of helping to protect it. GJ SUP will be instrumental in promoting further conservation of this area that the City of Grand Junction has been cleaning up for the last twenty years. Strategies include adding and discussing "Leave No Trace" principals in all our educational clinics. Giving instruction on how to properly use the new water park including direction to users on where to walk, stage their equipment and how to avoid damaging the new aquatic & riparian habitats. We would also like to be more involved with "Leave No Trace" trainings including hosting clinics as well as possibly partnering with Rivers Edge West for riparian restoration field trips.

Instruction

Instruction has historically been one of GJ SUP's primary focuses. All of our instructors are certified through American Canoe Association to teach stand up paddle boarding at a base level 1 and some of our instructors have achieved L3 moving on to L4 (whitewater instruction). Last season all of GJ SUP's employees took and passed L4 swiftwater rescue training. This is a training we require for all our river personnel. Some of our instructors have a Professional Mountain Bike Instructor Association (PMBIA) certification. GJ SUP also has yoga instructors that are 500+ hrs. RYT and actively teach at local studios. We are excited about the prospects that the Las Colonias kiosk has to offer. The new channel and river sections that flow through the Grand Valley are perfect for entry level river paddle instruction. We plan to use the easy and safe features of the new channel to prep students for the more objectively dangerous environment of the main river. Over the past couple of years GJ SUP has added several ACA classes to our clinic list including swiftwater rescue and beginning boating which we already teach. With this location and the addition of the new water feature we will be able to further increase our offerings with beginning/intermediate kayak lessons and river surfing.

Support

Support has also historically been one of GJ SUP's primary focuses. GJ SUP started with its kiosk at Highline Lake State Park and a van & trailer (mobile unit). We began by renting to paddle sport recreationalist out of the Highline Lake Kiosk, renting SUP's, kayaks, and tubes. We brought in a secure storage unit that we built with the help of the Grand Junction Business Incubator in collaborations with Timeless Millworks and R.G. Cowan Design. Both businesses were part of the manufacturing centers there. Three years later we have expanded the scope of the original business plan by a considerable amount. This will be GJ SUP's fourth year of business. We have added a plethora of additional gear to push our river program including multi-person paddleboards, river specific surfboards, body boards, paddle rafts, duckies, peddle boats and tubes. In the last three years we have tripled the amount of river specific equipment we carry as well as the safety equipment that goes with it. In addition to rentals our retail program has developed as well. GJ SUP is a rep and demo center for five large scale paddle craft manufacturers which includes Hala Gear, Hydrus Board Tech, Badfish, Sol Paddle boards, and Hyside Rafts. GJ SUP also has retailer deals with NRS, Camp Climbing gear. We are currently in negotiations with Sea to Summit & Prana to further augment our SUP, surfing, and yoga specific retail. Realizing the need to exert all available sources of revenue we plan to offer a light retail out of this location specifically for the purpose of supporting specialty items that one cannot get locally.

The river front project was pushed to the voters as a project that all would share in. Grand Junction Stand Up Paddle is uniquely poised to contribute to this project. Our diverse selection of unique services will provide a great benefit to the city of Grand Junction and has the capability to be immediately implemented. We see ourselves as an up and coming outdoor recreation business that focuses on showcasing the more interesting and beautiful aspects of the western slope which is exactly what the Las Colonias Business Park needs to get more tenants and investment. With our recent acquisition of BLM permits for additional river and trail access we will have an increased ability to showcase these beautiful and unique areas. Whether GJ SUP rents, sells gear or takes a customer to paddle, hike or bike we are uniquely poised to add to the value of the Las Colonias Park and the City of Grand Junction.

GJ SUP Highlights/Industry Overview

Grand Junction Stand Up Paddle's original business model was developed on the premise of stand-up paddle boarding being one of the fastest growing outdoor sports in the world to date. The combine effects of exceptional core fitness, relatively low consequence, environment and the varied difficulty levels make for a fun recreational outlet that almost anyone can do. It's a relatively a new water sport activity and proving itself to not to be a fad. As active participants we quickly realized how well this activity fit into the Grand Valley. The rivers that float through town are slow & lazy on a raft at most flow regimes. On a paddle board they are fun, exciting and relatively safe. The extreme temperatures in the summer make water sports even

more attractive. The plethora of put-in's and take-outs along the river make for a fun and varied river experience. The strategic location of the boat ramps provides a great variance in time commitment vs flow for those looking for a fun afternoon float or paddle work-out.

Stand up Paddle Industry highlights include the following:

- In 2013 SUP had the most 1st time participants of any other outdoor recreation in the USA
 - i. -[HttpS://factmr.com/media-release/488/stand-up-paddle-board-market](http://factmr.com/media-release/488/stand-up-paddle-board-market)
- From 2013-2015 Paddle boarding was the outdoor industry's fastest growing sport
- A 2016 market survey noted that the high cost of boards will push the end user toward a preference of rental boards
 - i. -www.marketresearch.com/report/global-stand-up-paddle-board-market-2016
- A 2017 report by the outdoor industry association shows stand up paddle boarding grew at 61.6% between 2014-2016
- Paddle Baording was noted as the top activity for growth increasing participation year over year by 18%
 - i. -*Outdoor Industry Association Top Line Report 2017*

These statistics reflect the future growth potential for this popular recreational outlet. Colorado waterways are courting more and more in state and out of state users as health & fitness agendas are pushed at a state level. Outdoor recreation has become a large economic driver for communities statewide. Grand Junction with its great climate, two moderate rivers flowing through town, the multitude of lakes and impressive system of mountain biking and hiking trails has a certain draw for outdoor rec enthusiasts. Our business plan capitalizes on characteristics the Grand Valley already has.

GJ SUP was an idea that grew out of a love for the water, the outdoors and a search to find a recreation outlet that we could share as a family on hot summer days. It started with a 2014 meeting we had with the City of Grand Junction building planning team about the possibilities of building an industrial shipping container surf/SUP shop along the 7th street commercial corridor. When terms could not be negotiated with the owners of the property (Know Moore LLC) we abandoned this storefront idea in favor of a more modern online/mobile agenda with a fixed place of business at Highline Lake State Park. With our position there wildly successful and having the operation more finely tuned by 2018 we pitched the idea of building another kiosk and having it delivered to the grounds adjacent to the Las Colonias boat ramp. In that meeting with city leaders we pitched our rental business, which is still the base activity that supports all our other ventures. From that meeting the Las Colonias boat ramp rental kiosk was created. Since that meeting our original plan of simply renting gear has developed into other services. This comes from a desire to

educate recreational users on how to interact with the river in a positive, safe way and by supporting their efforts with equipment and instruction. We also have grown a desire to showcase our local amenities through unique adventures that GJ SUP is a sole-provider of in the valley.

Position in Local Industry

GJ SUP provides watercraft rentals that include stand up paddle boards, tubes, duckies, rafts and hard sided kayaks. We are also a registered State of Colorado River Outfitter (license #599). We operate through and are governed by the rules and regulations set forth by the Colorado Division of Wildlife. GJ SUP holds existing permits to operate at Highline Lake State Park, Connected Lakes State Park, Snooks Bottom Open Space and the Colorado and Gunnison rivers sections that flow through the City of Grand Junction. We also hold stand up paddle and rafting BLM permits to operate on additional river sections of the Colorado, Gunnison, and Dolores rivers including several overnight sections. GJ SUP also holds BLM permits to operate hiking trips in several other areas as well as guided & instructional mountain biking trips at the Palisade Rim trails, Kokopelli loops, Tabeguache trails and Gateway Canyon single-track locations. We have a contract with the Colorado National Monument to provide dryland yoga and hiking within its boundaries. We run a group concierge/shuttle service, water-based fitness classes such as SUP yoga and fitness paddles. We provide resource based workshops such as, ACA standardized swiftwater rescue clinics, beginning boating and paddleboard yoga instructor trainings. We hold a permanent residence at Highline Lake State Park where we maintain a fleet of rental SUP's, tubes, and kayaks. This is also a base of operations for our lake and yoga lessons. We have developed relationships with the City of Fruita parks and Rec to provide lessons and yoga at the pool as well as at Snooks Bottom Open Space. Further we have also developed a relationship with the City of Grand Junction to provide yoga at the community pools.

We have contracts with and are a preferred demo/retail center for Badfish, Sol, Hala Gear and Hydrus paddleboards as well as Hyside raft. GJ SUP provides demo/retail events throughout the year where we direct sales from these events through our Highline Lake location, office space and our online platform. We are in the process of revamping the GJ SUP online retail platform. The online shop will be called the “West End Surf Shop” which will further help develop our retail base for SUP, and river surfing equipment.

We are one of two providers for river & lake lessons and one of five providers for paddle board rentals. We are one of four providers of river trips. GJ SUP is looking into partnering up with Bicycle Outfitters to provide rentals and lessons. This would make GJ SUP one of five mountain bike guiding outfitters. We are the only provider of multi-sport adventures in the disciplines we offer and the only provider of river surfing lessons within the Grand Valley. Additional, GJ SUP is the only local water recreation outfitter that maintains a standardized level of certification through the American Canoe Association, World Paddle Association and Paddle Into Fitness for SUP instructors. GJ SUP has one instructor that is certified through

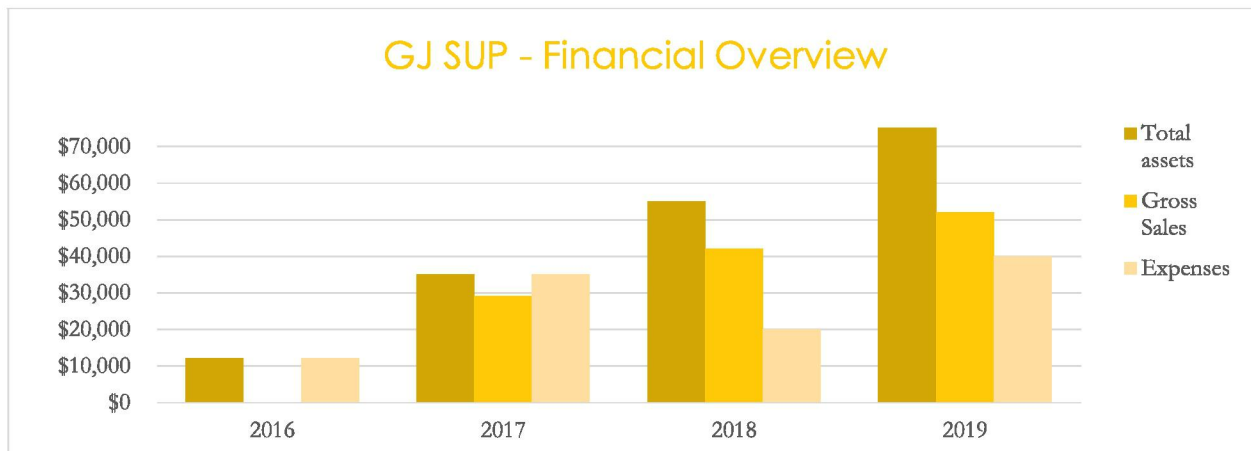
the Professional Mountain Bike Instructor Association and is looking into getting additional instructors trained.

GJ SUP maintains a baseline level of educations for our employees and provide a training to all employees that cover the in’s and out of water sport safety. All GJ SUP’s instructors are required to maintain a 1st Aid/CPR certification. All river personnel must have a current swiftwater L4 cert along with showing evidence of having continuation of emergency response training such as a wilderness first aid, wilderness first responder or outdoor emergency care. Our instructors all have at least a L1 ACA SUP certification and several have achieved a L3 with the 500 river miles required to be a certified trip leader. All employees and contract personnel maintain their certification records at our office location at 2414 Sandridge Ct., Grand Junction CO 81507.

Financials

GJ SUP has been in business for three years with 2016 being an acquisition year. During the summer recreation season GJ SUP employees 2 full time and 5 part time individuals. We have experienced an average increase of 30% on our gross margins over the last three years (Table 1). We hold no debt. Traditionally, GJ SUP has been used as a tax shelter therefore all profits plus additional personnel finances have been reinvested back into the entity. We also carry a \$100,000 secured line of credit (Currently with a \$0.00 balance owed) to help fund any spontaneous ventures & developments that we deem advantageous and emergency’s that might come our way.

Table 1. GJ SUP Financial Overview



What Makes GJ SUP Unique

Mission Statement

“Grand Junction Stand Up Paddle is committed to promoting a healthy lifestyle by bringing families and the community together through outdoor watersports activities in a fun and eco-friendly way.”

Outdoor recreation is booming in the Grand Valley. Its local rivers are an incredible resource. On a raft they are typically boring and leisurely floats. On a Paddle board they can be fast and exciting with several challenging sections to navigate. GJ SUP has the only certified ACA& WPA stand up paddle board instructors in the Grand Valley. We promote SUP through a fitness avenue which is different from the traditional float and party mentality. We approach recreation in the Grand Valley as a gift to be shared. Our 17years of experience of playing locally is helping us showcase the uniqueness of the Grand Valley and its surrounding areas.

Over the last three years GJ SUP’s business model has grown to be quite diverse. We are continually adding unique, fun, and healthy activities onto our original rental business plan. GJ SUP’s unique offerings include SUP river lessons, river yoga retreats, river surfing lessons, SUP yoga, full moon paddles and swiftwater rescue clinics. These offerings are designed to get more people out and enjoying our local rivers. With our newly acquired BLM permits for use of local mountain biking and hiking trails in the Grand Valley and in the Dolores River Valley GJ SUP plans to push a selection of multi-sport. GJ SUP is partnering up with surrounding businesses to develop Pedal/Paddle and Paddle/Hike trips. Our customers can mountain bike or hike in the morning and paddle in the afternoon to cool off. For 2020 we are planning to offer fitness paddle clinics where we teach basic paddling technique while banging out a series of long distances paddles. With our two mobile units (two passenger vans and equipment trailers) we have more capability to service these kinds of unique trips and still maintain our base level operations.

Keys to Success

For this location to succeed our primary objective will be to get as many people down to the river front through free demos, water sport gear rentals, yoga & fitness activities, lessons, clinics, races and other events. As the Las Colonias Park develops, we plan to be receptive to its needs and change offerings to the internal desires of the park and the city as a whole. This will further our existing relationship with the city by being able to promote additional activities through GJ Parks and Rec. Because of the seasonal nature and the diversity of possible river flows we will need to pursue all available avenues outside of our traditional revenue stream of rental equipment including pushing the additional activities we have cited above outside of water sports. We plan to push all these activities out of this site. This kiosk will also give us an additional location to offer the community educational clinics with the use of the water park features and Butterfly Lake. Ancillary ideas we are entertaining include the rental of miscellaneous bike path accessories such as cross boards, land surfers and One Wheels. The retail side of the kiosk will support essentials for summer protection such as water, power bars, sunblock, chapstick, PFDs, helmets, hard to find locally items & small replacement items for the gear we carry.

Our existing promotions already include a collaboration with Grand Junction River Fest to regionally promote a series of SUP races for the 2020 season. This will help to promote the city, the business park and GJ SUP. As the park develops, we hope to provide classes tailored to clientele within the business park. This will help further the city's vision of the business park. It will also help to draw other business interests by catering to the wishes of the entities already here.

For the past few years GJ SUP has collaborated with Visit Grand Junction. GJ SUP has volunteered its time, personnel and services to help draw media journalist, social media influences and bloggers from the United States and internationally in efforts to promote why the Grand Valley is an outdoor recreation hub. The services have included river & lake lessons. Not only have we been able to show case our business but GJ SUP has also help highlight the amazing outdoor recreation the Grand Valley has to offer. We plan to continually collaborate with Visit Grand Junction to help show case the Las Colonias Kiosk Park.

Las Colonias Kiosk Infrastructure

Currently, GJ SUP has 2 mobile units that are rigged up to service river users. The Las Colonias Kiosk would provide GJ SUP a fixed location that would help grow our river operations exponentially. We envision the Las Colonias space as an avenue to provide better services to our local community. The Las Colonias Kiosk idea grew from a desire to further expand our footprint into river operations and consequently further promote river stewardship & safety. We want to help get people out on the river, teach them how to be safe, and how to take care of it. This is the ideal location for such an enterprise.

Preliminary inspections of the venue noted the lack of heating and cooling within the structure. This is very similar to our Highline Lake Kiosk which will be comparable in operations. We have direct availability to the bathrooms which are adjacent to kiosk, a secure way to close up at night, and availability of power. Despite the seasonal nature of the structure, with our experience in nonconditioned spaces and Grand Junctions temperate climate we expect to be able to extend the seasonal operations of this venue deep into spring and fall months.

Being adjacent to the business park, Butterfly Lake, the water park features and close to the river makes this an ideal outdoor recreation concierge kiosk. The unit is basically on the direct path to the boat ramp, bike paths, and adjacent to the new water park. There is ample parking available to customers at the boat ramp lot with a short walk to water features. We expect to have a small amount of signage that conforms to business park rules. In addition, the logos and branding on our vehicles and trailers should provide adequate visibility to prospective customers.

Given the nature of this unconditioned space and the size of paddleboards, tubes and rafts we expect to have a fairly spartan interior to maximize available space for rental storage capacity. We plan to have a modern flair that can be accomplished with steel racks and modern steel attributes. A medium size counter will greet all customer just inside the door. This counter space will house all point of sale equipment and provide sales display. I will house a safe/lock box for the cash register securely fastened underneath out of site like our Highline Lake facility. A television placed above to display the latest surfing movie and to present the safety videos that all renter will be required to watch. We plan to create steel racks with rollers so we have the ability to roll out equipment to display out front. As floor space allows, we plan to strategically place retail racks stocked with the bare essentials of river surfing, river sup and safety equipment including helmets, PFD's, releasable leashes, fins, etc. We already have a collaboration with the GJ Business Incubator tenants in the manufacturing department that includes Timeless Millworks & Confluence Creations. We will rely on these relationships to build a modern interior with a vibe that will promote these local businesses and the city by showcasing modern and healthy image of our lives in Grand Junction.

Customer Interaction

For GJ SUP to succeed at this location we will need to provide the public with supreme customer interaction, invest in our employees & community outdoor education and collaborate with local business. We plan to accomplish this with a three-tiered strategy.

GJ SUP's focus is to deliver supreme customer interaction. We want to be known for our exceptional customer service and providing a more superior product than our competition. Our main objective with the Las Colonias location is to grow our river focused business. We plan to do this by providing customers with a diverse selection of top quality water sport equipment to rent. Our river clinics will strive to provide personalize instruction that will apply skill with a fun fitness base tangent. Not only will our instructor be

able to provide an exceptional standardized lesson, but they will be versatile with providing customers with information about the history, wildlife and floral & fauna of the Grand Valley.

Our second tier is to invest in our employee's outdoor education. We have a philosophy that competent engaged employees are invested in. GJ SUP has a history of supporting our employee's skills and safety training. We do and will continue to help pay for trainings we want and expect our employees to have. These include ACA instructor trainings, flatwater and swiftwater rescue courses, 1st Aid/ CPR trainings, and "Leave No Trace" seminars. We want our personnel to showcase how to utilize these outdoor recreational areas. We also want them to teach how to become more aware of our natural environment and how to become better stewards of it. When we are investing in our employees we are investing in our business. This investment is then extended to the community in the form of knowledgeable happy employees that provide an exceptional product because they want to reciprocate that investment.

The third tier involves collaborations with other motivated individuals and businesses within the community that also share the idea of superior customer services. We already have shown a desire to collaborate and share work with other companies that are promoting the uniqueness of the Grand Valley. GJ SUP has demonstrated this with the partnerships and collaborations we've had with Colorado River Fest, River Professionals Group, River Rescue Dynamics, Barrelosphy, Visit Grand Junction, Grand Junction Business Incubator, Timeless Millworks and RG Cowan Design Build. We are currently working on additional collaborations with Gateway Canyons Resort on a "Paddle, Peddle & Yoga Adventure" and Ridgeline Fitness with a "Fitness Paddles & Cycling" class. GJ SUP is also working with several local restaurants to showcase local food samplings for lunches during our clinics and trips. This is a philosophy that helps to share the wealth within a community based on the idea that a rising tide lifts all ships.

Equipment Acquisition Summary

GJ SUP has spent the last three years focusing on acquisition of assets to perform the services we provide. With the start of year four we plan to focus on perfecting our existing offerings, increase the diversity of our river use and biking and fitness excursus. We plan to pursue the budding retail side of our business "The West End Surf Shop" which will sell specialty paddle board and river surfing specific items locally but also through our online platform.

GJ SUP has been in business for three years. We have an inventory of 45 paddle boards (river surfers, race, all around, white water and yoga board), 6 duckies, 4 hard sided kayaks, 15 tubes and 1 raft. In addition, we have paddles, type 5 PFDs, helmets, leashes and miscellaneous safety equipment to supply three independent river groups of ten while still maintaining adequate coverage at our Highline Lake Kiosk. GJ SUP has communication devices in the form of 2-way radios, a satellite phone for remote operations, safety gear for 5 guides and 1st aid equipment for three independent groups of ten. This includes 2 guides per

group. We maintain one 16' flatbed for rafts and two 16' enclosed trailers for paddleboards and miscellaneous equipment. GJ SUP owns two passenger vans. We have one 12 passenger and one 15 passenger, both with reasonably low mileage.

For this new location we already have the primary tangibles and expertise to maintain and supply rentals of tubes, paddle boards, surf boards, paddle boats, rafts, kayaks and safety equipment and still provide river outfitting/clinics at this location. We already have a large majority of the equipment we need to support this facility. We are planning to use a percentage of early capital to fine tune our watercraft selections, invest in a fleet of wetsuits and partner with Astral (which we already have a retail sales account with) to offer a fleet of closed toed shoes. We hope with the addition of this wetsuit fleet we can push the envelope of our season and offer additional outings early into the spring and deep into the fall.

Rental Services

The Las Colonias Kiosk will employ 2-4 employees at a time. This will depend on the time of the season, lessons & events scheduled and the public demand. At all times there will be a kiosk rental/ retail employee working the front desk, a river guide on duty to conduct river lessons & rentals shuttles. During the early growth of the business at this location our principle owner/ manager, Elizabeth will be at the kiosk to manage the books & point of sales systems, train personnel in rental & retail procedures. The following is a bullet list of the job duties for rental and retail personnel:

- Represent GJ SUP with the upmost professionalism
- Knowledge of point of sales (POS) system
- Operate the kiosk according to the ACA guidelines
- Check and post weather report daily
- Understanding of equipment anatomy and function
- Provide safety talk with all renters
- Know emergency protocol for venue
- Be able to provide land demo of basic sup skills
- Maintain kiosk emergency equipment
- Maintain company communication equipment
- Arrive at location early enough to prep equipment and ready kiosk for the day
- Ensure all significant weather and lightening protocols are followed
- Maintain and clean equipment and store
- Wear GJ SUP logo uniform while conducting business
- Provide a fun atmosphere to work in

A primary component of the rental and outfitter business is the liability waiver process. Over our last three years of operations we have greatly dialed in on this process with the use of an online wavier system. We plan to have several independent and mobile iPad stations where customers can belly up and get on an iPad to sign their waivers. An independent Verizon wireless internet system will be used for our waivers and point of sales system. The point of sale systems will be at our counter and will support all cash/credit transfers. A wireless smart TV linked to an independent laptop will be used to play safety videos, inspirational movies and advertise for upcoming events.

Lake and Water Park Rental Pricing

We have developed our pricing strategy based upon three years of successful operations. We have researched and even taken trips & lessons from other vendors. Our prices are in line with the industry average and the western slope income demographics have been taken into consideration. GJ SUP maintains a working relationship with several other paddle board/ outdoor recreation outfits within Colorado. GJ SUP has partnered up with other business for class certifications, workshops and clinics. This helps us maintain our position in the Grand Valley by keeping abreast on what the competition is doing, what their prices are and what services they are offering. The following is based off hourly pricing that GJ SUP uses at the Highline Lake Kiosk. For the Las Colonias Kiosk we will mimic these prices for hourly rentals on the Butterfly Lake and water park (Table 1).

Table 1. Hourly Rental Price List for Water Sport Equipment for Water Park and Butterfly Pond

Equipment	1 Hr	2 Hr	3 Hr	4 Hr	5 Hr	Full Day
Paddle Board	\$20	\$30	\$40	\$45	\$50	\$55
River Surfboard	\$20	\$25	\$30	\$35	\$40	\$45
Body Board	\$10	\$15	\$20	\$25	\$30	\$35
Single Kayak/ Duckie	\$20	\$30	\$40	\$45	\$50	\$55
Double Kayak/ Duckie	\$25	\$35	\$45	\$50	\$55	\$60
Tube	\$10	\$15	\$20	\$25	\$30	\$35
Peddle Boat	\$25	\$35	\$45	\$50	\$55	\$60

River Rental Pricing

River operations have a slightly different price list and time structure for rentals. The Colorado River sections that GJ SUP will have rentals, lessons and clinics on are as followed: Corn Lake State Park to Las Colonias boat ramp, Corn Lake State Park to James M. Robb boat ramp, Las Colonias to Blue Heron boat ramp and Las Colonias to James M. Robb State Park (Fruita) boat ramp. Lessons and Clinics on the Gunnison and Dolores River will occur on specific dates and times throughout the season. River tube rentals and shuttles will have three 2 hour floats from Las Colonias to the Blue Heron boat ramp. Tube rentals will only be conducted on the river at flows below 5000 cfs and the water park during flows below a flow yet to be determine. River flow is a primary component of risk management to river users. GJ SUP has a policy of erroring on the safe side. GJ SUP has adopted these acceptable flows from our own experience and from a review of other businesses in the industry that provide river tube rentals. Table 2 breaks down river watercraft, duration of time and price for river rental operations.

Table 2. River Water Sport Equipment Rental with Shuttle

Equipment	2 Hr/ Quarter Day	4 Hr/ Half Day	8 Hr/ Full Day
Paddle Board	\$35	\$50	\$60
Single Kayak/ Duckie	\$35	\$50	\$60
Double Kayak/ Duckie	\$40	\$55	\$65
Small Raft	\$50	\$65	\$80
Large Paddle Board	\$50.	\$65	\$80
Tube	\$30		

Stand up paddle boards rentals come with paddle, helmet, leash and one PFD. River surf boards come with a board, helmet, leash and one PFD. Double kayaks come with two paddles, two PFDs and two helmets. Tubes come with one PFD and a helmet depending on river flow. Rafts will come with two oars and four PFDs, multi person paddleboards (Large Paddle Boards) will come with four PFDs and four paddles. GJ SUP is aware that more than one person would like to be on the paddle board at a time and based what we have observed in the industry we have added the option of miscellaneous gear rentals for PFDs, paddles, helmets and leashes for additional fees. All equipment rentals include a safety talk and basic dryland gear instruction.

River equipment rentals that include shuttle service will have set block rental times and pick-ups from different boat ramp locations. The times will vary throughout the season based on the cubic feet per second (CFS) the Colorado River is running.

Table 3. Include with Water Sport Equipment Rental

Equipment	Paddle/ Oars	PFD	Helmet	Leash
Paddle Board	1x	1x	1x	1x
River Surfboard		1x	1x	1x
Single Kayak/ Duckie	1x	1x	1x	
Double Kayak/ Duckie	2x	2x	2x	
Small Raft	2x	4x	4x	
Tube		1x		

Retail Pricing

As we develop our retail services, we envision most of our large scale equipment sales to be routed through our online platform. The online store can be accessed off our main www.gjsup.com website. We are calling this portal “The West End Surf Shop”. We plan to offer all the equipment we currently demo but also other items such as water, sun-screen, paddles helmets leashes PFD’s, Fins, and miscellaneous hard to find surf goods. Floor space availability at the Las Colonia Kiosk will determine what kind of stock we are able to provide on these items. We are in the process of developing a demo/drop ship program where very little inventory is needed. The pricing on new equipment is ruled by retailer/vendor contracts. Most companies specify MSRP (manufacturer suggested retail pricing) for given items during a set timeframe. End of the year sales are acceptable & typical. We sell our used rental fleet yearly to rotate our stock and update the previous year models. We typically do this in one end of the season “yard sale”.

Additional Service Descriptions

Previously mentioned, GJ SUP already provides these services at a few of our other locations. These services provide education opportunities, an additional form of health & fitness and different outdoor adventure avenues. These services draw a wide range of demographics. Availability, location and pricing for these additional offerings will vary throughout the season

SUP & Watercraft Demo-Free

GJ SUP provides free SUP demos throughout the season. These demos give us a platform to showcase our retail brands, highlight why they are so unique and garner potential sales. They give prospective buyers a chance to try different board brands before buying. These events also provide outdoor recreationist with limited means a chance to do a fun and exciting activity.

Full Moon Paddle Night 2hrs

There is just something magical about moonbeams reflecting off the water. Share this unique paddle board experience of looking at the moon with someone special, even if that someone special is just you. Participants arrive early enough in the evening to practice paddling, enjoy a beautiful sunset and adjust their eyes to the night sky. As the moonlight gets brighter, we will paddle around to enjoy the night sounds and meditate. Boards will be lighted in a colorful array of lights.

Morning SUP Yoga 75Min

Develop better balance, strength, coordination and endurance by linking Ujjayi breathe to asanas through a series of sun salutations in this energizing vinyasa class. The connection with movement and breath will ease the mind and allow you to experience a sense of peace and tranquility. The class culminates to blissful relaxation on the board, leaving you feeling happy and free!

Beginner SUP Lake Lesson

An introductory lesson that will review personal preparation, board & paddle design details, paddle environment & safety, how to stand up on a board, prone paddling, range of motion exercises, bracing, how to slow down and stop a board, power forward stroke, forward and reverse sweeps. Depending on groups ability additional techniques may be taught.

River SUP Lesson

Learn SUP river skills & techniques such as ferries (crossing current), peel outs, eddy turns and how paddle on rapids. Students will also learn about river SUP equipment, safety gear, river environment & water safety while paddling down some of the most beginner friendly sections of the Colorado River. *Previous lake lesson is highly suggested so that student has basic knowledge of paddling strokes and technique.

ACA LA Swiftwater Rescue 2 Day Clinic

Teaches recognition and avoidance of common river hazards, execution of self-rescue techniques, and rescue techniques for paddlers in distress. Emphasis is placed both on personal safety and on simple, commonly used skills. Fundamental and more advanced techniques for dealing with hazards that carry greater risks for both victim and rescuer, such as strainers, rescue vest applications, entrapments, and pins, also are practiced.

Private Boater Awareness Clinic

The objective of the Private Boater River Awareness class is to educate beginner and novice river recreators and boaters, on the hazards of the river and safe recreation techniques. This class is designed to teach you, your family and friends how to enjoy our local natural waterways in a safe and fun matter. Whether you are brand-new to the river or looking for some entry level training in whitewater, this class is designed to educate you in river preparedness, safety, hazard avoidance and self-rescue techniques.

RVR 2 RVR 2 Day Waterpark River Surf Clinic

A collaboration with premier industry influencers. Teaches river surfing and covers everything from environmental stewardship, safety, gear and hydrology. To learning skills and techniques of popping up, weight distribution, and making connecting turns.

Multi-Sport Options

As mentioned above we plan to utilize our newly acquired BLM permits to facilitate a selection of multi-sport offerings. These may include a Pedal/Paddle, Yoga/Paddle, Paddle/Hike where we take customers for a morning activity (bike, hike, yoga) on one of the local hotspots then after a lunch sampling some of the local restaurant fare and then we shift gears for a cooling paddle board clinic in the river running one of the local stretches. With our newly acquired BLM Permits we have the capability to do this in the Dolores River Valley and the Big Dominguez Canyon of the Gunnison. We also have the ability offer hiking/yoga in the Colorado National Monument followed by a local float.

Proposed Hours of Operation

Based on the hours of operation at our Highline Lake Kiosk we expect these to be seasonal in nature but also subject to water flows. There will be times where extremely high or low flows might hamper activity at the riverfront. During a normal season flows ranges from 700 - 15,000 cfs. We tentatively expect to be able to operate April through October. The new water feature might have the ability to operate above 15,000 cfs but we expect it will eventually hit a flow regime where it will become unsafe to operate on. March and November will be used as preparation months for the upcoming season and breaking down after the season is over. We hope to be able to utilize these additional months to further expand on our retail program. During the full summer open season, Memorial Day through Labor Day GJ SUP is anticipating on being open 5 days a week, Thursday through Monday 9:00 a.m. - 5:30 p.m. with additional hours and days to be determined by sales numbers. We are also actively planning for additional openings available for paddle board yoga on Butterfly Lake and customized clinics as the need arises. This will help push the tail of the water season the first year and help to bring it on earlier the subsequent years. As we further develop our river business and get a feel for the space, we expect that we will need to adjust days and times of operations to fit the community needs. We are well versed in this type of seasonal operation and are attempting to provide a diverse array of services to help diversify in the event the operational outliers occurring.

GJ SUP is planning for the Las Colonias Kiosk to be open from 9:00 a.m. to 5:30. Operation schedule times may vary depending on activity and potentially hazardous weather conditions. The following bullet list is a time frame of how lessons, clinics, water park, Butterfly Lake rentals and river rentals will be schedules from the Las Colonias kiosk.

- 8:30 – 9:00 a.m. Kiosk employee and instructor conducting lessons or clinics will arrive prior to opening to set up the store front and set aside morning rentals
- 9:00 a.m.- 5:30 p.m. Las Colonias Kiosk open for rental & retail operations
- 9:00 – 11:00 a.m. 2 Hour lake and water park lessons will be conducted in the morning to reduce the risk of potential weather or overcrowding
- 9:00 a.m. – 5:00 p.m. Full day river equipment rental
- 9:00 a.m. – 1:00 p.m. 4 Hour 1st sessions of river equipment rental
- 9:00 a.m. – 11:00 a.m. 2 Hour 1st session river equipment rental
- 2:30 p.m. – 4:30 p.m. 2 Hour 2nd river equipment rental
- 1:30 – 5:30 p.m. 4 Hour 2nd session river equipment rental
- 4:30-5:30 last 1 Hour waterpark and butterfly lake rental
- 5:30-6:30 closing kiosk procedures

Marketing

Advertising and Promotion

With this type of business marketing plays a huge roll in revenue. With three prior years of marketing this type of service we are dialing our focus into areas where we need to promote our business. Our concentrations involve various types of social media with local and location hashtags. We also employ more traditional marketing methods such as flyers, videos, doing manufacturer demos and fundraisers for healthy living events such as the “We Can” child obesity program sponsored through Western Colorado Pediatric Associates. In addition to these avenues we have sought out to help provide magazine fodder and have adds in local publications. We have a contract with a brochure distributor to cover hotels within a 100-mile radius. We have contracted with a local videographer to have short videos clips made showcasing who we are and what we do. New to this year, we are planning on targeting our social media campaign towards larger city’s with direct flights into Grand Junction. In the hope of fostering interest in our yoga retreats, outdoor adventure packages, fitness paddles and pedal/paddle trips to local trails & local rivers. We are also partnering with Colorado River Fest to help promote a river race series this year. These steps are already in the works

Social Media

For this type of business, social media is a primary source of advertising. In a general sense we have advertising to everything we do in one add scape. In the Instagram age with geotagging and viral images that get thousands of reaches social media is by far the biggest bang for the buck in modern advertising. A healthy following can help reach thousands of people in other locations. This is of particular interest to the increasing number of recreation users who want to visit locations they have seen on Instagram or Facebook with the specific business or location tagged. We are particularly blessed in these locations here on the western slope and have an abundance of them. Being able to identify and geotag these locations with our services and being available to take them there is an added benefit of this app.

Social Media has many advantages over most other marketing styles for many reasons foremost is the return on numbers for dollars spent. One advantage specific to us is the ability to target audiences. For example, for our yoga retreat with Gateway Canyons we are going to target audiences that have direct flights to Grand Junction such as Las Vegas, Phoenix, Denver, and Las Angeles. An additional advantage of using social media to advertise is the availability of analytics specific to your engagements. They are far more discernable than the traditional print media investigations of return on advertising numbers. GJ SUP's advertising campaign is seasonal in nature, starting in April for the last two years and continuing through October. We maintain a small social media presence over the winter to maintain our following. With the advent of a new location and the ability to expand our footprint we expect to start immediately pushing all the amenities the new Las Colonias Kiosk has to offer.

Market Analysis

Our primary market is summertime users ages 18-65. We traditionally have marketed toward the local economy concentrating our advertising within a 100-mile radius. The population base for the Mesa County is approximately 151,000. The Grand Valley includes roughly 100,000 people with an average age of 38. The median household income is \$47,000. These figures are of importance to GJ SUP as these demographics places an emphasis of the people not having sufficient financial means and preferring to rent as oppose to individuals going out and buying expensive equipment. Our business plan fills this niche and include quality instruction and education on how to use it in the attempts to further increase water user numbers.

On the other side, there is no place within 100 miles to demo/retail a quality piece of water equipment. The paddle board market in general is consistently growing with a projected 11.5% increase in overall participation through 2028. These numbers support retail considerations. Considering the growth trajectory of the Grand Valley, coupled with its new-found fame as a recreation capital and its concentrations of access to water we expect local numbers to surpass the average.

References

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Boy Scout Troop 357 First Methodist Church, Scoutmaster
(970) 361-7349
522 White Avenue
Grand Junction, CO 81501

SECTION 6.0: SOLICITATION RESPONSE FORM
RFP-4754-20-SH

Firms must submit entire Form completed, dated and signed.

In addition to items below, include a narrative of the services offered based on Section 3 of this RFP.

1. Monthly Lease Proposal

\$200 monthly / \$2,400 annual

2. Proposed Hours of Operation

Thursday - Monday

The City reserves the right to waive any information or irregularities in any offer or reject any offer.

RECEIPT OF ADDENDA: the undersigned Contractor acknowledges receipt of Addenda to the Solicitation, Specifications, and other Contract Documents.

State number of Addenda received: 1.

It is the responsibility of the Proposer to ensure all Addenda have been received and acknowledged.

Grand Junction Stand Up Paddle
Company Name - (Typed or Printed)

Elizabeth Fortushniak
Authorized Agent - (Typed or Printed)

Elizabeth Fortushniak
Authorized Agent Signature

(970) 433-4760
Phone Number

2414 Sandridge Ct.
Address of Offeror

elizabeth@gjsup.com
E-mail Address of Agent

Grand Junction, CO 81507
City, State, and Zip Code

3/25/2020
Date



STAND UP PADDLE
BOARDING CO.

Grand Junction Stand Up Paddle Ancillary Ideas & Media Potentials

2414 Sandridge ct.
Grand Junction, CO 81507

p. (970)433-4760

Elizabeth@GJSup.com
WWW.GJSUP.COM

Additional Ideas for Services and Media Potentials

Our entire mission for this Las Colonias location will be to create a vibe and to foster events that draw people to the waterfront. We have proven the ability to create this environment at our current location at Highline Lake. These projects have been the result of partnering with other local businesses. This has proven to us that the keys to successful small business events lie in collaboration.

Paddle Board Race Series:

This project is already in the works. We are planning a series of four races that are successively longer in length and culminating in a Grand Finale 13 miler that terminates at a place to be yet be determined. We plan to collaborate with food trucks and live music at the grand finale. GJ SUP will rent and support shuttling on this ongoing collaboration with Paddle Fest LLC.

Weekly Fitness Paddles:

This is another idea already in the works to help prep people for our race series. We are looking to collaborate with both traditional and cross-fit gyms. We plan to host weekly fitness paddles, shuttling paddlers from Las Colonias to Blue Heron lake where we then run 6 miles back to our location.

Morning SUP Yoga:

Also, already in the works, depending on market conditions we plan to possibly have one paddleboard yoga session on butterfly pond a week - which we already have permits in place for.

Friday Surf League:

While the wave at the park remain unproven we think that given favorable flows we could Sponsor a Friday surf party which could include live music and food from food trucks and beer from the Edgewater brewery or just remain a publicized spectacle of fun activities for people to watch as they stroll the new water way.

Beginning Boating Clinics:

This is already in the works we plan to collaborate with River Rescue Dynamics LLC which is another small local business to provide beginning boating clinics.

Gear Maintenance Clinics:

Clinics on how to patch and repair your boards, rafts and equipment.

Fit Festival:

Collaborations with local Cross Fit, Barre & Yoga training centers to host some fitness clinics involving training and healthy eating ideas, this helps us push paddle sports through a fitness ideology. This is an idea that we feel could morph into a festival.

Movie on Butterfly Lake: We can utilize a projector setup to showcase a sunset movie of the latest SUP, Surf and Mtn Biking productions. This could be a big hit with local entrepreneurs having recent movies that have garnered national media attention.

E Bike Rental: E bike are making a strong push into the modern age as they are ideally suited to bike path travel for older individuals. These individuals might not otherwise have the fitness to make a trip unassisted. A collaboration with local business could be facilitated to rent the other sheltered side of the bathrooms.

Outdoor Education and Summer Rec Programs: We already have established relationships with the Boys and Girl scout troops, local District 51 school groups, Keystone Outdoor Learning Center and The House and several home-school groups to promote self-esteem and confidence through paddling. We plan to actively seek out more of these types of kid's groups and further our collaborations with them.

Company Retreats/Team Building: GJ SUP has already utilized it's Highline Lake operation to facilitate company picnics. This is an idea that has legs with our new ability to operate on venues outside of the town river run. Collaborating with other individuals with a team building series could easily be put together.