



ROANOKE COUNTY

Purchasing Division

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March 2, 2021

ADDENDUM NO. 2 TO ALL BIDDERS/OFFERRORS:

Reference – RFP 2021-074

Description: RV Camping, Gasoline, Programming, and Retail Services at Roanoke County's Explore Park

Issue Date: February 10, 2021

Proposal Due: April 7, 2021

The above Project is hereby changed as addressed below:

1. Pre-Proposal Conference rescheduled for Friday, March 12, 2021.

The pre-proposal conference is hereby rescheduled to take place on **Friday, March 12, 2021 at 10:00 AM**. The non-mandatory meeting will take place at the Arthur Taubman Center located at 56 Roanoke River Parkway Rd, Blue Ridge Parkway Milepost 115, Roanoke, VA 24014

2. Revised Due Date and Time

The due date for receipt of proposal submissions is hereby extended to April 7, 2021 at 2:00 PM EST.

3. Answers to Vendor Questions: Please see below for questions submitted by interested vendors, and the responses provided by the County as we are able.

- a. Regarding capital investments, who is funding all of the real property improvements?

Who will hold title to said improvements when completed? If the County holds title, will the developer retain a possessory interest in the real property improvements?

Capital improvements would be the responsibility of the vendor, not Roanoke County, unless otherwise negotiated as part of the lease.

Roanoke County will hold the capital improvements unless otherwise negotiated as part of the lease.

- b. In reviewing the Business Plan document, it appears the consultant developed a proforma for revenues and expenses, but we cannot find

information regarding projected returns, which would involve estimating the amounts of the initial capital improvements, knowing the term length of any awarded contract(s), and knowing the exact contractual agreement in terms of any possessory or leasehold surrender interest.

The business plan for the Adventure Plan was developed as a tool for the park to use in establishing internal operations, but also external private development. It is up to the vendor to develop a business plan which includes capital investment, return on investment, etc. for their proposal in terms of a business operation that the vendor is seeking.

Proposed lease terms, including proposed length of the lease, should be outlined as part of the proposal submission by the vendor.

Note: A signed acknowledgment of this addendum must be received at the location indicated on the original solicitation either prior to the proposal due date or attached to your proposal. Signature on this addendum does not substitute for your signature on the original proposal/bid document. The original proposal/bid document must be signed.

Thank you,

Kate Hoyt
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Sign Name:

Print Name:

Name of Firm:

Date: