



**REQUEST FOR STATEMENTS OF QUALIFICATIONS**  
**Development and Management of La Verkin Hot Springs Recreational Project**

**INTRODUCTION**

The Washington County Water Conservancy District (WCWCD) is a water conservancy district organized and existing under the Utah Water Conservancy Act for the purpose of providing water supply and service to the residents of Washington County. WCWCD projects and facilities include pipelines, well sites, pump houses and pump stations, reservoirs, water tanks and other water facilities as well as projects intended to recover, conserve, enhance and protect native species and their habitat.

WCWCD owns the La Verkin geothermal hot springs. In this Request for Statements of Qualifications (RFQ), WCWCD is seeking Statements of Qualifications (SOQ) for development and management of a hot springs recreation facility for public recreation with utilization of water piped from the La Verkin geothermal hot springs to property to be secured by the respondent (Project).

This RFQ provides a description of the anticipated development and management of the Project and the qualification process that will be used by WCWCD to evaluate the SOQs and select qualified respondents to participate in a subsequent Request for Proposals. Only qualified respondents selected by WCWCD pursuant to this RFQ will be permitted to participate in the Request for Proposals. WCWCD anticipates that one or more qualified respondents will be selected through the Request for Proposals process to enter into an agreement with WCWCD for the recreational development and management of the Project.

Any agreement will include the WCWCD's standard terms and conditions (available upon request) and any special conditions WCWCD determines are desirable or necessary to accomplish its purposes.

Selection as a qualified respondent does not imply the WCWCD's acceptance or approval of the respondent's specific personnel, suppliers, manufacturers, equipment, methods, or future proposal whether or not those items are described in the respondent's SOQ.



## **ANTICIPATED DEVELOPMENT AND MANAGEMENT OF PROJECT**

### **Overview**

Development and management of the Project would include but not be limited to:

- Use of water piped by the District from the La Verkin geothermal hot springs for recreational purposes including:
  - Pumping and piping from water source to recreational facility, constructing and maintaining line and any accompanying facilities; and
  - Disposing of the return flow of water until and unless WCWCD develops a treatment system; thereafter delivering the return flow to the treatment system.
- Paying for pro rata portion of capital costs of pumps, pipelines, pigging to recreation facility, pipelines to disposal site, back up disposal site, pigging to disposal site.
- Securing an appropriate property for the Project.
  - Respondent will secure an appropriate property by purchase or lease.
  - WCWCD owns approximately 6 acres in La Verkin and Respondent may enter into a lease with WCWCD but is not required to use property owned by WCWCD. Any lease agreement will include the WCWCD's standard terms and conditions (available upon request) and any special conditions WCWCD determines are desirable or necessary to accomplish its purposes.
- Developing and implementing the design for recreation at the location addressing:
  - Local zoning and permitting
  - Municipal planning
  - Facility Design
    - Reasonable pricing plan for residents of Washington County
    - Recreation designed public swimming pool, heated with geothermal water
    - Recreation designed artificial grottos or soaking pools
    - Pedestrian pathways
    - Signage
    - Dressing rooms
    - Restrooms
    - Food
    - Facility access road
    - Parking
    - Wastewater



- Utilities
- Other Facilities
- Providing a financial plan for recreational development and management of the Project.
- Providing engineering design for recreational development of the Project, including but not limited to:
  - Facility construction;
  - Plan for hot water management (e.g., heat exchanger technology);
  - Plan for dealing with the mineralized saline water in pipes.
- Providing warranties and commitments as described in subsequent Request for Proposals and agreement with WCWCD.
- Providing a schedule for engineering and design, construction, completion and opening to the public.

### **Special Considerations**

Respondents should take the following into consideration:

- The hot springs and other areas designated by WCWCD will not be open to the Public.
- WCWCD will require payment for the use of the water and district facilities, including but not limited to monthly payments and a percentage of gross revenues.
- WCWCD may require performance and payment bonds.
- The La Verkin geothermal hot springs is owned by WCWCD and as such, it is the intent of WCWCD that use of the recreational facilities be made reasonably available to residents of Washington County and such access must be integrated into any proposed plan.
- Due to the unique setting of the Project and the surrounding environment it is the intent of WCWCD that sustainable techniques, methods, and aspects of development be utilized by Respondent.

### **QUALIFICATION PROCESS**

#### **Schedule**

January 27, 2020	Request for Statement of Qualifications published
March 9, 2020 – 5:00 pm	Deadline for submission of Statement of Qualifications

WCWCD anticipates selecting qualified respondents in April 2020.



### **Submission Requirements**

An electronic portable document format (PDF) copy of the SOQ must be received by WCWCD via email to Corey Cram at [corey@wcwcd.org](mailto:corey@wcwcd.org) no later than **5:00 pm** on **March 9, 2020**. The subject line of the email must contain "SOQ for Recreational Development of La Verkin Hot Springs" and the email must clearly identify the name and contact information of the respondent, including phone number, email, and mailing address. WCWCD assumes no responsibility for delays, whether caused by internet or system failure or any other event.

### **Evaluation Criteria**

WCWCD will evaluate the SOQs according to the criteria below. Points will be awarded on a scale of 0–10 for each criterium (with zero being the worst and 10 being the best) and weighted according to the following percentages:

1. Experience and work history (30%)
2. Management, staff requirements and standards (10%)
3. Licenses, certifications and other qualifications (5%)
4. Performance ratings and references (20%)
5. Financial stability and feasibility (30%)
6. Professional competence (5%)

### **Minimum Mandatory Requirements**

Respondents who do not demonstrate experience managing a recreational hot springs facility will not be considered responsible. Respondents whose SOQs do not contain the required content set forth in this RFQ will not be considered responsible. The SOQs of respondents who are not considered responsible will be rejected.

### **Score Thresholds**

A respondent whose SOQ receives a score of less than 70 points (after weighting) will not be considered responsible. A respondent whose SOQ receives a score of one or less (before weighting) for any of the evaluation criteria identified above will not be considered responsible. The SOQs of respondents who are not considered responsible will be rejected.

### **Required Content**

The SOQ must include the following:



1. **Experience and work history:** Describe respondent's experience and work history in general and specifically in developing and managing projects similar to the development and management of a Hot Springs Recreational Project. Address the following:
  - a. Expertise and experience necessary to develop and manage the Project
  - b. Evidence of developing successful commercial recreational operations
  - c. Analytical skills necessary to determine relevant issues
  - d. Ability to coordinate, manage, and control recreational development
  - e. Ability to coordinate project permitting, local zoning and other planning requirements
  - f. Evidence of good working knowledge of geothermal hot springs and expertise in managing mineralized saline water
2. **Experience and work history:** List all business ventures of the respondent in the last ten years that have not been successful and the reason for the failure.
3. **Management, staff requirements and standards:**
  - a. Describe respondent's method of developing and managing commercial recreational enterprises
  - b. Describe respondent's staff requirements and standards.
  - c. Identify key personnel who would develop and manage the Project
  - d. Describe their experience, expertise and availability
  - e. Include resumes for these personnel in an appendix
4. **Licenses, certifications and other qualifications:** List the respondent's licenses, certifications and other qualifications.
5. **Performance ratings and references:** Provide at least two references (with name, phone number, email address, mailing address) for respondent's experience and work history in activities similar to development and management of the Hot Spring Recreational Project.
6. **Financial stability and feasibility:** Provide information and documents demonstrating the respondent's financial stability and the financial feasibility and likelihood of success developing the Project such as:
  - a. Income Statements
  - b. Consolidated Balance Sheets
  - c. Statements of Cash Flow
  - d. Funding Sources
  - e. Investment Plan for the Project
7. **Professional competence:** Be professionally written, complete, and appropriate in relation to the information sought in this RFQ.



This request is designed to provide interested respondents with sufficient basic information to submit SOQs meeting minimum requirements but is not intended to limit the content of the SOQ or exclude any relevant or essential data. Respondents are at liberty to expand upon the required content to show relevant capability. The evaluation criteria above provide information on how the SOQs will be evaluated and should be considered when drafting the SOQ. WCWCD may, before selecting qualified respondents, request additional information to clarify responses to this RFQ, hold discussions or interviews with the respondents, or request presentations.

**NOTICE OF REQUEST FOR STATEMENT OF QUALIFICATIONS (TIME LIMITED)**

The Washington County Water Conservancy District is seeking Statements of Qualifications to develop and manage a La Verkin Hot Springs Recreational Project.

Respondents interested in being qualified to participate in a subsequent Request for Proposals must submit a Statement of Qualifications by **5:00 pm on March 9, 2020**. Copies of the Request for Statements of Qualifications may be obtained at the offices of the WCWCD, 533 E. Waterworks Drive, St. George, Utah, 84770 or by emailing Corey Cram at [Corey@wcd.org](mailto:Corey@wcd.org).

Questions regarding this solicitation should be addressed to Corey Cram, at (435) 673-3617, [Corey@wcd.org](mailto:Corey@wcd.org)