

**Amendment No. 2 - Questions and Answers on the  
Request for Proposals for Design-Build Services for Hotel Development  
On Airport Property  
Montrose Regional Airport  
August 18, 2020**

This Amendment includes answers to questions of general interest asked at the Pre-Proposal Conference on August 14, 2020, a list of individuals in attendance at the Conference and additional questions received thus far via email.

1. Q: What is the anticipated start date (work on the site/ground work)?  
A: As soon as possible after the agreement is signed and permits are issued, preferably in early 2021.
2. Q: Is the room count in the RFP flexible?  
A: Please follow the unit numbers stated in the RFP, as these were based on studies of the Montrose area. You may provide a recommendation and information for additional rooms in your proposal.
3. Q: Are lighting and new entrances part of this RFP?  
A: No.
4. Q: Are utilities available on the property?  
A: The area surrounding the airport is developed; utilities are close by. It will be the Developer or Contractor's duty to verify locations and capacities.
5. Q: Will the site survey include those needed utilities, their current locations, and capacities?  
A: Please see the site survey, provided as Amendment No. 1, and an additional attachment, Existing Conditions, provided by the Engineer.
6. Q: Is there an opportunity for a longer lease term?  
A: The lease term will be as stated in the RFP.
7. Q: How long does permitting typically take?  
A: The City is responsible for approving permits, and the time can vary.
8. Q: Who will own the hotel?  
A: The developer will be the owner of the development, on leased property.
9. Q: Are improvements to the road part of this project?  
A: No, they are not part of this project.
10. Q: Is area between the site and the gas station part of the development?

A: Any of the site area on the airport plat is part of this project.

### **Conference Attendees:**

<b><u>Name</u></b>	<b><u>Organization</u></b>
Jennifer Cattarello	Colorado Custom Elevator & Lift
Greg Wilhelm-Wenzel	Blue Sky Builders
David Molubetz	Blue Sky Builders
Ryan Byrnes	Jacobs Engineering
Ryan Kirlin	REV Development
Ty Withee	Shaw Construction
Molly Gettman	Shaw Construction
Brian Stahlin	Stryker & Company, Inc.
Scott Stryker	Stryker & Company, Inc.

11. Q: The RFP states to limit proposals to 15 pages. Please clarify what that includes.  
A: Proposals should follow the order described in RFP section 2.3 with concise text and illustrations within the 15 page limit. The proposal cover, cover letter, transmittal, index, resumes, and insurance forms would not be counted as part of the 15 page limit.
12. Q: What type of insurance coverage and minimum requirements will be required?  
A: General liability of \$1,000,000 per occurrence and \$2,000,000 aggregate; auto insurance with same limits; workers compensation to meet statutory requirements of State of Colorado.
13. Q: Can entry and exit points be located on Airport Road or at the northeast side?  
A: The developer will be responsible for ingress/egress and any permits.
14. Q: Would you consider selling the land to a developer?  
A: No.
15. Q: Would you consider negotiating a 99 year lease?  
A: This is not permitted by the FAA. The lease term will be as stated in the RFP.
16. Q: What is the project budget?  
A: No specific budget.
17. Q: What are the union requirements?  
A: No union requirements.
18. Q: Are there any easements on the property?  
A: None known, but the Developer/Contractor will be responsible to verify.

19. Q: Has the County conducted a hotel market study?  
A: Hotel market studies have been performed by others, but none by the airport.
20. Q: Is there a charge to download files for this project?  
A: No. Files will be available on the Montrose County website and the Airport webpage. In addition, files that were originally to be in the Share File Directory will be emailed to bidders.
21. Q: What happens at the end of the 40 year term (30 years plus 10 year extension)?  
A: Any opportunities would be at the discretion of the County.
22. Q: Is there an opportunity to partner with MTJ?  
A: The relationship will be as described in the RFP.
23. Q: What is meant by the "financial benefit to MTJ"?  
A: We are seeking fine quality accommodations that provide guests with a great experience.
24. Q: Is MTJ working with the City in any way?  
A: This is a Montrose County project.