

Public Notice

Notice is hereby given that the County of Webb is accepting Letters of Interest from Franchise Hotel/Motel Management Firms for the lease of the Casa Blanca Golf Course.

Response to this request must be submitted one (1) original and six (6) copies in sealed envelopes to the Webb County Clerk's Office.

Sealed envelopes must be marked (Letter of Interest) with LOI number and title on front lower left hand corner of the envelope.

LOI 2011-02 "Casa Blanca Golf Course lease to Franchise Hotel/Motel Management Firm"

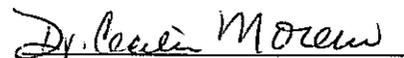
LOI will be either hand delivered or mailed to the following location:

**Webb County Justice Center
Webb County Clerk's Office
1110 Victoria St. Suite 201 2nd Floor
Laredo, TX 78040**

Responses must be delivered no later than **2:00 p.m. on April 28, 2011** at which time all responses received will be opened and read to the public.

If additional information is requested please contact, Leticia Gutierrez, Webb County Purchasing Department, 1110 Washington Suite 101, Laredo, TX 78040 (956)523-4125. Please visit our web-site for a copy of the Letter of Interest notice and specifications, under purchasing department www.webbcountytx.gov.

The county of Webb reserves the right to reject any and all LOI's proposals or to select those that are in the best interest of Webb County.



Dr. Cecilia May Moreno
Purchasing Agent

Publication Dates:

April 13, 2011

April 20, 2011

THIS FORM MUST BE INCLUDED WITH LOI PACKAGE; PLEASE CHECK OFF EACH ITEM THAT APPLIES AND SIGN

LOI No. 2011-02, "CASA BLANCA GOLF COURSE LEASE TO FRANCHISE HOTEL/MOTEL MANAGEMENT FIRM"

- Public Notice**
- Submitted within LOI notice due date; name and address of the firm, date of opening; LOI number and title on outside of sealed envelope**
- Selection Criteria**
 - Work Experience of the Firm**
 - Capacity to Perform**
 - Financial Stability**
 - Firm's Familiarity**
 - Bidder's Form**
 - Have read Terms & Conditions**
- Proof of no delinquent taxes owed to Webb County**
- Conflict of Interest forms included**

Signature of person completing this form

Webb County

LOI 2011-02

Request for Letters of Interest by Franchise Hotel/Motel Management Firms

PROJECT NAME: Casa Blanca Golf Course lease to Franchise Hotel/Motel Management Firm

**PROJECT LOCATION: 5010 Bob Bullock Loop
Laredo, Texas 78041**

1. SECTION I: GENERAL

- a. Webb County is requesting a Letter of Interest from Franchise Hotel/Motel Management Firms interested in leasing land from Webb County for the purpose of erecting a hotel adjacent to the Casa Blanca Golf Course and coordinating with Webb County for golfing activities and restaurant and banquet services to be provided by Webb County.
- b. Webb County with a population of over 250,000 has beautiful year long weather allowing for golfing almost 365 days of the year, for over 12 hours daily. Webb County recently invested over \$300,000 in improvements to the golf course. A new irrigation system and new Tifway 419 Bermuda grass has made the Casa Blanca Golf Course one of the best courses in the area.
- c. The Casa Blanca Golf Course is immediately adjacent to the Laredo International Airport, and is in close proximity to Texas A & M International University and the Laredo Entertainment Complex. Up to 2 acres of land fronting the Bob Bullock Loop will be available for the development. The selected franchise will be expected to have a construction start date of 1 year from contract date and a construction finish date of 2 years from construction start date.
- d. All LOI's will be evaluated using the identified criteria for the project. Based on the results of the evaluation of the LOI's (1st phase) firms will be asked to present a proposal and participate in an interview (2nd phase).
- e. The Webb County Commissioner's Court will conduct the interview process and rate the firm's for consideration of a negotiated contract.
- f. After the Commissioner's Court ranks the proposals for the RFP/IG (2nd phase), it shall proceed to negotiate a contract at a fair and reasonable price. The Commissioner's Court will rank the proposals/interviews (2nd

phase) and authorize the County Attorney to negotiate a contract with the most highly qualified entity.

- g. If the County of Webb is unable to negotiate a satisfactory contract with the highly qualified firm, the County shall end negotiations with that firm and begin negotiations with the second most highly qualified firm. The negotiations shall be undertaken in this sequence until a contract is made.
- h. Ethical Standards- It shall be a breach of ethics to offer, give or agree to give any county official, committee member or employee, to solicit, demand, accept or agree to accept from another person, entity, or organization, a gratuity or any offer of employment in connection with any decision, approval, disapproval, recommendation, preparation or any part of a program requirement or purchase request, influencing the content of any specification or procurement standard, rendering of advise, investigation, auditing, or in any other advisory capacity in any proceeding of application, request for ruling, determination, claim or contract or subcontract, or to any solicitation or proposal therefore pending before the County Commissioners.
- i. Minimum Standards for responsible prospective professional service- A prospective professional service provider must affirmatively demonstrate their responsibility. By submitting an RFP, the provider represents to the County of Webb that it meets the following requirements:
 - Possess or is able to obtain adequate financial resources as required to perform under the RFP/IG
 - Is able to comply with the required or proposed delivery schedule;
 - Has satisfactory record of performance;
 - Has satisfactory record of integrity and ethics;
 - Is otherwise qualified and eligible to be selected

Section II: Statement of Work:

Webb County is requesting a Letter of Interest from Franchise Hotel/Motel Management Firms interested in leasing land from Webb County for the purpose of erecting a hotel adjacent to the Casa Blanca Golf Course and coordinating with Webb County for golfing activities and restaurant and banquet services to be provided by Webb County.

Section III: LOI information

Criteria:

1. Experience of the Franchise Hotel Management Firm with promotional golf activity within the hotel attractions (40%)

- a. Identify the experience of the Firm in providing over night hotel accommodations to individuals whose main purpose for being there is to play golf
 - Identify experience when the golf course is operated by the hotel establishment
 - Identify experience when the golf course is not operated by the hotel establishment
 - b. Identify the experience of the Firm in providing overnight hotel accommodations to individuals whose main purpose is business other than golfing and who arrange to participate in a golf game during the trip
 - Identify experience when the golf course is operated by the hotel establishment
 - Identify experience when the golf course is not operated by the hotel establishment
 - c. Identify the experience of the firm in providing overnight hotel accommodations not necessarily related to golfing activity
2. Capacity of the Franchise Hotel/Motel Management Firm to recruit and retain golfing participants to the area (15%)
 - a. Identify the capacity of the firm to recruit and retain golfing activity to Webb County
 - b. Identify the capacity of the firm to provide services to golfers and their families
 - c. Identify the capacity of the firm to promote the restaurant services of the Casa Blanca Golfers Course to the golfers and their families
 - d. Identify the capacity of the firm to coordinate and cooperate with the Casa Blanca Golf Management Team for the recruitment and retention of golfers to Webb County
3. Financial Stability to the Franchise Hotel/Motel Management Firm (40%)
 - a. Identify the number of hotel establishments operated by the Hotel Management Firm and the Firm's financial position.
4. Firm's Familiarity with the Laredo/ Webb County area (5%)
 - a. Identify the Firms familiarity with Webb County and the City of Laredo
 - b. Provide experience in working with Elected Officials, or other appointed officials and experience with County Government projects.

Responder's INFORMATION:

Name of Company: _____

Address: _____

Telephone: _____

Email Address: _____

Signature of Person Authorized to Sign LOI:

Signature

Print Name

Indicate status as to: "Partnership", "Corporation", "Sole Proprietorship", etc.

Date: _____

IMPORTANT

Responder must complete this bid document in its entirety in order for it to be valid.

PROOF OF NO DELINQUENT TAXES OWED TO WEBB COUNTY

This is to certify that _____ owes no delinquent property taxes to Webb County.

_____ owes no property taxes as a business in Webb County.
(Business Name)

_____ owes no property taxes as a resident of Webb County.
(Business Owner)

Person who can attest to the above information

*** SIGNED DOCUMENT AND PROOF OF NO DELINQUENT OR OWED TAXES TO WEBB COUNTY.**

CONFLICT OF INTEREST QUESTIONNAIRE
 For vendor or other person doing business with local governmental entity

FORM CIQ

This questionnaire reflects changes made to the law by H.B. 1491, 80th Leg., Regular Session.
 This questionnaire is being filed in accordance with Chapter 176, Local Government Code by a person who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the person meets requirements under Section 176.006(a).
 By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the person becomes aware of facts that require the statement to be filed. See Section 176.006, Local Government Code.
 A person commits an offense if the person knowingly violates Section 176.006, Local Government Code. An offense under this section is a Class C misdemeanor.

OFFICE USE ONLY

Date Received

1 Name of person who has a business relationship with local governmental entity.

2 Check this box if you are filing an update to a previously filed questionnaire.

(The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date the originally filed questionnaire becomes incomplete or inaccurate.)

3 Name of local government officer with whom filer has employment or business relationship.

 Name of Officer

This section (Item 3 including subparts A, B, C & D) must be completed for each officer with whom the filer has an employment or other business relationship as defined by Section 176.001(1-a), Local Government Code. Attach additional pages to this Form CIQ as necessary.

A. Is the local government officer named in this section receiving or likely to receive taxable income, other than investment income, from the filer of the questionnaire?

Yes No

B. Is the filer of the questionnaire receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer named in this section AND the taxable income is not received from the local governmental entity?

Yes No

C. Is the filer of this questionnaire employed by a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership of 10 percent or more?

Yes No

D. Describe each employment or business relationship with the local government officer named in this section.

4

 Signature of person doing business with the governmental entity

 Date

