



# **Soboba Economic Development Corporation**

23333 Soboba Road  
San Jacinto, CA 92583  
(951) 487-7744

## **Soboba Economic Development Corporation**

### **REQUEST FOR QUALIFICATIONS/PROPOSAL (RFQ/P)**

#### **Winchester Property Market Study**

**PROJECT NAME: Winchester Gateway  
Soboba Economic Development Corporation  
23333 Soboba Road  
San Jacinto, California 92583  
PH: 951-487-7744  
info@sobobaedc.org  
March 31, 2022**



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## Introduction

Soboba Economic Development Corporation issues this Request for Proposal (RFQ/P) (hereinafter referred to as the "SEDC"). The purpose of this RFQ/P is to establish a contract with a qualified consultant to perform an independent market analysis for Winchester Property. The SEDC Board has recently completed a Comprehensive Plan with an external consultant that will be made available to the selected firm. Therefore, the SEDC is seeking an independent expert consultant to provide an independent market analysis of Winchester Property.

Upon receiving and reviewing the proposals, the Owner may elect to interview selected consultants. Interview dates and times are to be determined. The Owner reserves the right to accept or reject any proposal at its sole discretion and is under no obligation to interview all candidates.

Written proposals must be submitted to the SEDC at the following address:

Soboba Economic Development Building  
Attn: Elizabeth Stephenson  
23333 Soboba Rd.  
San Jacinto, CA 92583

Mail Process:

Soboba Economic Development Building  
Attn: Elizabeth Stephenson  
PO Box 309  
San Jacinto, CA. 92581

All proposals must be sealed and shall consist of two separate sealed components, consisting of Qualifications and a Bid, clearly marked as follows:

- Qualification Proposal for Market Feasibility Study of the Winchester Property Development, and
- Bid Proposal for Market Feasibility Study of the Winchester Property Development

Proposers should include three (3) copies of the written proposals and one digital copy (USB) in a .pdf format, and the proposals should be **hand-delivered** or sent **via FedEx/UPS** to the above address. Proposals must be received by **May 25, 2022, at 4:00 PM local time**. SEDC will keep late proposals but not be considered for award. Proposers submit the proposals at their sole costs and expenses and, unless otherwise agreed in writing by SEDC, such proposals shall become the sole property of SEDC. They shall not be returned to the proposer.

Written questions (E-mail preferred) must be received no later than **May 20, 2022, at 6:00 PM local time**. They should be directed to **Elizabeth Stephenson** via E-mail at [info@sobobaedc.org](mailto:info@sobobaedc.org).



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Phone calls will not be accepted. Answers to all questions of general applicability will be posted via addendum.

## **General Project Information**

1. **Project:** Winchester Gateway
2. **Project Owner:** Soboba Economic Development Corporation
3. **Location:** WINCHESTER RD. & DOMENIGONI PKWY. WINCHESTER, CA
4. **General Project Description:** The Project consists of a multi-phase development of the approximately 132.9 acres site. The overall conceptual site plan is provided in Exhibit A. The HD development may include a fuel station, convenience store, tunnel car wash, Hotel, RV Park, and future retail.

## **Contractual Arrangements:**

SEDC expects to enter into a contract to complete a Market Feasibility Study for the Winchester Development Project (the "Contract") with a single company ("Provider"). The Provider will have sole contractual responsibility for completing the Market Feasibility Study and paying all costs for labor, materials, equipment, supplies, and all other expenses required to deliver a complete Market Feasibility Study as specified herein. The Provider may contract with firms acceptable to SEDC to fulfill its obligations under the Contract; however, SEDC will not be a party to any such contracts. Notwithstanding anything to the contrary in this RFQ/P, nothing shall require SEDC to enter into any contract relating to or arising from this RFQ/P or to pursue otherwise the Project (in whole or in part).

The Provider awarded the Contract will be required to apply with the Soboba Economic Development Corporate for a vendor license, which will allow Provider access to specific data from the casino and limited access to areas within the casino not accessible to the general public.

## **Background:**

SEDC hopes to expand its current economic opportunities with the Project's development, which will complement the businesses that SEDC currently owns and operates with an extension of our services off the reservation.

## **The Project**

The Project site is located at the corner of **WINCHESTER RD. & DOMENIGONI PKWY. WINCHESTER, CA**. The Project as proposed in Soboba's fee-to-trust application, analyzed in a Final Environmental Impact Statement prepared by the Bureau of Indian Affairs, and approved in a Record of Decision issued by the Department of the Interior, contemplates the development of the following facilities:

## **FACILITIES**

### **Phase I**



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<b>SUMMARY</b>	
<b>SITE TOTAL:</b>	<b>132.9 AC</b>
<u>COMMERCIAL CENTER - 39.8 AC</u>	
BIG BOX RETAIL:	433,000 SF
<u>MIXED USE VILLAGE CORE - 68 AC</u>	
HOTEL:	125 KEYS
RESIDENTIAL:	4.6 AC
CULTURAL PARK/AMPHITHEATER/PARK:	13.5 AC
LAKE:	6.4 AC
INDOOR SPORTS DESTINATION RETAIL:	175,000 SF
BIKE PARK:	1.8 AC
<u>RV &amp; AIRSTREAM HOTEL - 21 AC</u>	
	213 SITES
<u>KEY HIGHLIGHTS</u>	
• GATEWAY STATEMENT AT PRIMARY INTERSECTION	
• VISUAL AND PHYSICAL LIFESTYLE USES AROUND WATER FROM CORNER INTO THE SOUTH PARCEL	
• RECREATION, HOTEL, ENTERTAINMENT AND OPEN SPACE ON SOUTH PARCEL	
• CONVENIENCE AND GAS ON NORTH WEST AREA FOR EASY AM ACCESS	
• BIG BOX RETAIL ON NORTH EAST PARCEL FOR PM ACCESS	
• SMALLER GATEWAY ECHO ON EAST SIDE OF PROPERTY	

A comprehensive Market Feasibility Study will assist the SEDC in determining the size and scope of each of the facilities.

Reference link below for updated maps regarding this parcel of land:

<https://storymaps.arcgis.com/stories/89e5352b6b9c4a3386944fb0caa0c5e9>

### Scope of Work:

SEDC's expectations include a thorough analysis of:

- Demographics Factors
  - Population distribution
  - Median age and incomes
  - Workforce
  - Potential future growth in local and outlying areas
- Geographic Factors



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- Proximity to major freeways, major populated cities, and accessibility to the Project site
- Competition
  - Neighboring Tribal casinos (Future)
  - Gas stations
  - Restaurants
  - Entertainment venues
  - Hotels
  - RV parks
- Impact of New Development
  - Five-year financial model showing an estimated increase in revenue to SEDC (pro forma)
  - Estimated debt service
  - Estimated facility employees
  - Estimated economic impact on the surrounding community

## **Proposal Submittal Requirements, Qualification Portion:**

The following items **must be submitted** as a part of the **Qualification** portion of the proposal (see "General" paragraph above):

1. Summary of proposer's qualifications, including experience of key personnel and relevant expertise and customer references. This summary of qualifications must specifically indicate:
  - a. Reference to previous work with Tribal Governments and/or Tribal Corporations.
  - b. Completed projects similar in scope and size completed during the last ten years, indicating the project size, location, completion date, and client. At least one of the projects must be the same size or larger.
  - c. Proposed key personnel to be assigned to the project "Team," including their relevant backgrounds. Indicate the Team organization and responsibilities as well as the primary decision-maker and the designated point-of-contact. The proposed Team shall be the team that delivers the completed Project. Any Team changes after the Project award shall be reviewed and approved by SEDC.
  - d. Partnering companies and/or subcontractors and their relationship, responsibilities, and experience.
  - e. Reference names, addresses, E-mails, and phone numbers with a brief description of projects completed for each reference. References should have direct experience with the Team and knowledge of the work performed. Include project photos. A minimum of three relevant references for projects of similar scope is required.
  - f. Signed certification that proposer and any identified partnering companies and/or subcontractors have not been declared ineligible to receive federal contracts.

## **Proposal Submittal Requirements, Bid Portion:**

The following items **must be submitted** as a part of the Bid portion of the proposal (see "General" paragraph above):



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1. A basic preliminary plan of the proposed Market Feasibility Study
2. Project Schedule showing major milestones.
3. Detailed itemization of costs and expenses included in bid amount.
4. Identification of a single key point of contact representing the proposer.
5. Identification of special certification(s) or designation(s) for the Proposer's company.
6. The apparent winning proposer will be asked to provide a sample of post-project documentation.

## **Selection Process:**

1. All proposals will be reviewed for completeness, clarity, and conformance with submittal requirements identified in the section entitled "**Proposal Submittal Requirements, Qualification Portion.**" The Proposers that satisfy these requirements shall be deemed fully qualified to prepare the Market Feasibility Study according to the specified criteria based on previous documented project experience of similar scope and design, the proposed team members, and references.
2. All qualified proposals will be reviewed for completeness, clarity, and conformance with submittal requirements identified in the section entitled "**Proposal Submittal Requirements, Bid Portion.**" The selection of the successful bidder shall be in the sole and absolute discretion of the Soboba Economic Development Corp. Board.

## **Approximate Schedule:**

Re-Issue Date for RFQ/P	March 31, 2022
Pre-Submittal Meeting	April 15, 2022
Last Day to Submit Questions	April 25, 2022
Proposals Due	May 25, 2022
Award	May 2, 2022
Market Feasibility Study Start	May 9, 2022
Substantial Completion	May 16, 2022
Final Draft Acceptance	May 23, 2022

## **Cooperation by SEDC:**

Upon notice of award, SEDC will provide any reasonable and available information and plans regarding the Project to assist with the process and provide reasonable assistance to the Provider during the Market Feasibility Study process.

## **Project Points of Contact**

Elizabeth Stephenson  
Executive Administrative Assistant  
[elizabeths@sobobaedc.org](mailto:elizabeths@sobobaedc.org)



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Please complete this form and attach it with your proposal

Date Submitted: \_\_\_\_\_

## CONTACT INFORMATION

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Job Title: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

Phone: \_\_\_\_\_

## COMPANY INFORMATION

Company Name: \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_

Zip code: \_\_\_\_\_

Company Web Address: \_\_\_\_\_

Number of employees: \_\_\_\_\_

What is your primary business? \_\_\_\_\_

Length of time in business: \_\_\_\_\_







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## REFERENCES

Reference #1: Name: \_\_\_\_\_

Phone: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

Reference #2: Name: \_\_\_\_\_

Phone: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

Reference #3: Name: \_\_\_\_\_

Phone: \_\_\_\_\_

E-mail Address: \_\_\_\_\_



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## General Requirements for Winchester Property Study

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### General Requirements

- Commercial general liability insurance covering claims for injuries to members of the public or damage to property of others arising out of any covered act or omission of Consultant or any of its officers, employees, agents, or subcontractors, in an amount not less than \$2,000,000 per occurrence or in the aggregate;
- Comprehensive automobile and vehicle liability insurance covering claims for injuries to members of the public or damage to property of others arising out of the use of motor vehicles, whether owned, non-owned, or hired, in an amount not less than \$1,000,000 combined single limits;
- Workers' compensation insurance in the statutory amount and employer's liability insurance in an amount not less than \$500,000 for all employees;
- Professional liability insurance in an amount not less than \$1,000,000; and any other insurance required by law.
  - a. Insurance coverage in subparagraphs above shall name the Soboba Economic Development Corporation as an additional insured.

Consultant shall furnish the Soboba Economic Development Corporation with certificates of insurance verifying coverages and additional insureds within 30 days of an approved