



Statement of Qualifications

Lake Cascade State Park Marina Facilities Poison Creek Day Use Area Cascade, Idaho



Acknowledgements

Text Produced by: Tamarack Resort
Scott Turlington

SOQ Layout Produced by: The Land Group
Doug Russell
Chad Lorentzen
Elaine Zabriskie





Cover Letter

ABOVE: Dock at Lake
Cascade

September 20, 2021

Blake Packer, Park Manager
Lake Cascade State Park
100 Kelly's Parkway
PO Box 79
Cascade, ID 83611

Mr. Packer:

The Lake Cascade State Park Marina Facility and Concession Request for Proposal is an extraordinary opportunity to create a marina facility on Lake Cascade that will have significant public benefits as well as positive economic benefits for Donnelly, Cascade and Lake Cascade State Park.

Beginning in the summer of 2005, Tamarack started operating a small lakefront facility complete with boat rentals, boat moorage and temporary retail facilities. This was done under a small concession agreement with the Idaho Department of Parks and Recreation (IDPR). Tamarack has gained a deep understanding of the ever-increasing demands for these services on Lake Cascade. The long-term vision for Tamarack always included a public marina and lakefront development such as the one contemplated within IDPRs Request for Proposal.

In response the IDPR Request for Proposal for the development of marina facilities at Lake Cascade State Park, Tamarack is pleased to submit the enclosed response, on time, and fully responsive, for IDPRs consideration. Tamarack's response to this RFP meets and/or exceeds IDPRs minimum services and the minimum qualifications that are required.

Tamarack desires to pursue a public/private agreement for the development of a marina, and associated facilities, to be located within the Poison Creek Day Use Area of Lake Cascade State Park. Thank you for your consideration.

Scott Turlington | President
Tamarack Resort



ABOVE: Water sports on Lake Cascade, image courtesy of Tamarack Resort

Proposal Requirements

Offeror

Tamarack Resort Two, LLC
311 Village Dr
Tamarack, ID 83615
208-325-1000

Offeror's authorized signer

Scott Turlington, President
Tamarack Resort
sturlington@tamarackidaho.com
208-325-1000

Legal Entity and Status of Offeror

Tamarack Resort Two, LLC, is a limited liability corporation duly organized under the laws of the state of Idaho and Florida with a legal right to contract in the state of Idaho. Tamarack Resort Two, LLC's tax identification number is: 84-2763375.

Statement of Acceptance

Tamarack accepts, and is willing to comply with, the requirements of the RFP, and the attachments, including IDPRs Large Concession Agreement terms and conditions, subject to negotiations, should Tamarack be selected. The RFP requests that Tamarack provide comments about the term of the proposed agreement.

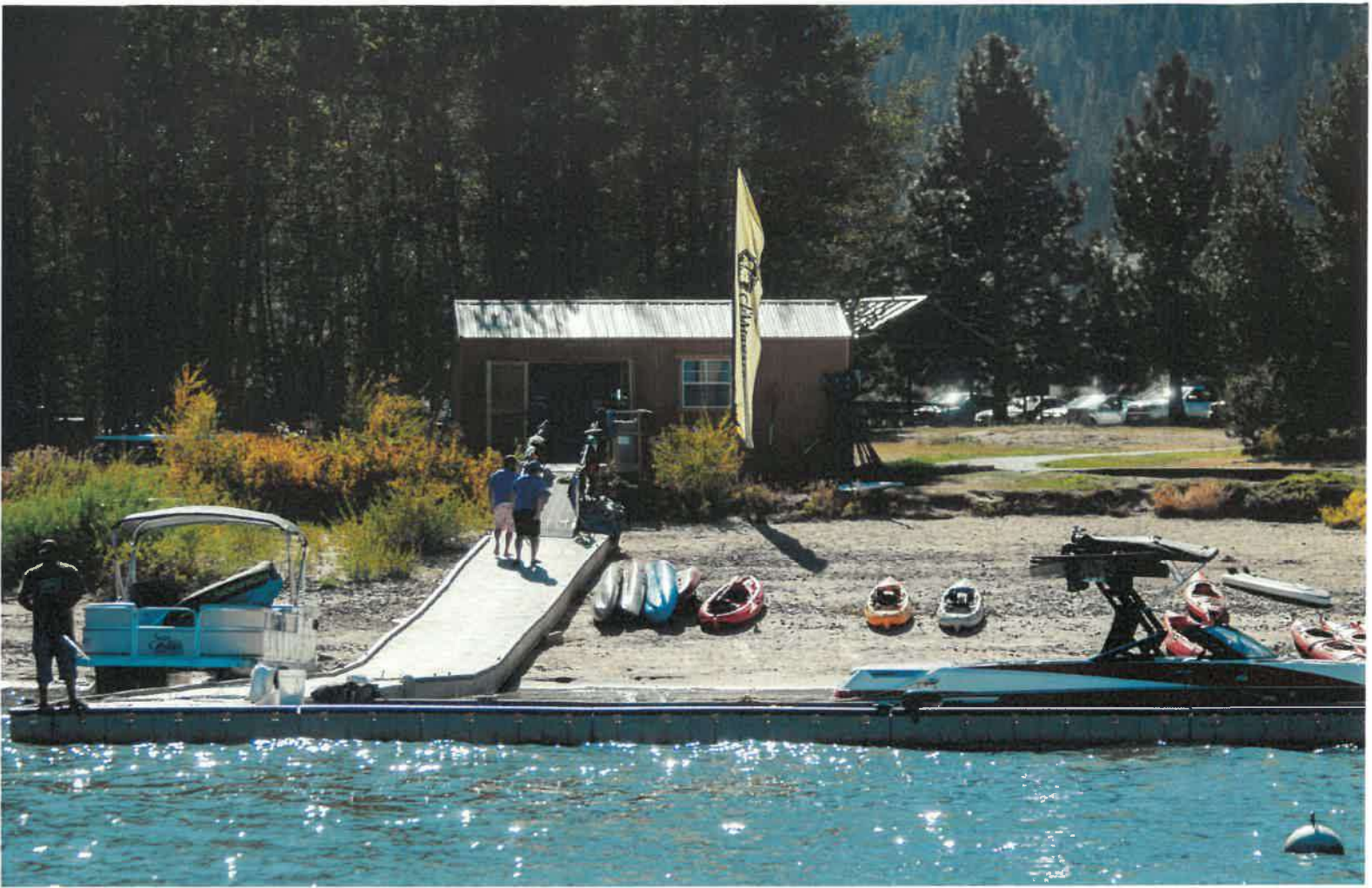
Tamarack offers the following:

Large Concession Agreement Term

Subject to IDPR Board approval, Tamarack requests a twenty-year term, with an initial ten-year term and an option to renew for an additional ten-year term, subject to the terms and conditions of the lease. The option would be subject to IDPR approval and Tamarack's acceptance. If the IDPR Board, or staff, is unable to consider and approve this request, Tamarack accepts the current IDPR Board Policy of a ten-year term with the first right to accept a new agreement as outlined in Section 5.1 of the proposed Large Concession Agreement. Considering the level of investment Tamarack proposes to make, Tamarack respectfully requests the ability to further negotiate the term, should Tamarack be selected and advance to formal negotiations for the Poison Creek Day Use Area concessions proposal.

Statement of Compliance – Affirmative Action and Equal Employment Regulations

Tamarack affirmatively states compliance with all Affirmative Action and Equal Employment Opportunity Regulations.



ABOVE: Tamarack's water sports facilities on Lake Cascade, image courtesy of Tamarack Resort

Statement of Compliance – Brokerage Fees

Tamarack affirms that it has not employed any company or person other than a bona fide employee working solely for Tamarack, or a company regularly employed as Tamarack's agent, to solicit or secure this contract. Tamarack further affirms that it has not paid or agreed to pay any entity or person, other than a bona fide employee working solely for Tamarack, or a company regularly employed by Tamarack as its agent, any fee, commission, percentage, brokerage fee, gifts or any other consideration contingent upon, or resulting from, the award of this agreement.

Tamarack affirmatively states that it understands and agrees that a breach or violation of this term may result in the annulment of any agreement that may result from these negotiations, and that in IDPRs discretion, it may deduct from the agreement price the amount equal to any such fee, commission, percentage, brokerage fee, gifts or contingencies.

Statement of Intent – 90 days

Tamarack affirmatively states that this proposal will be firm and binding for ninety (90) calendar days from September 20, 2021 through December 20, 2021.

Statement Identifying Parties Responsible for Preparing this Response

Tamarack Resort

- » Scott Turlington
- The Land Group, Inc.,**
- » Doug Russell
- » Chad Lorentzen
- » Elaine Zabriskie

Statement of Compliance – Employees

Tamarack warrants that it does not knowingly and willfully employ persons who cannot legally work in this country. Tamarack takes steps to verify that it does not hire persons who have entered our nation illegally or cannot legally work in the United States. Tamarack further affirms that any misrepresentation in this regard would constitute a material breach and will be cause for the imposition of monetary penalties up to five percent (5%) of the contract price, per violation, and/or termination of the contract.



Executive Summary

ABOVE: Lake Cascade



ABOVE: Water sports on Lake Cascade, image courtesy of Tamarack Resort

Executive Summary and Narrative

Tamarack is pleased to submit this proposal to the Idaho Department of Parks & Recreation. This represents an extraordinary opportunity to create a marina facility on Lake Cascade that will provide many public benefits while having a strong economic impact on the surrounding communities, as well as Lake Cascade State Park.

Tamarack's vision is comprised of amenities and facilities that will enable Tamarack to create and operate a successful marina and associated facilities for the long term. Tamarack is proposing to operate its concession area within Poison Creek without the need to remove any existing RV slips. In fact, Tamarack proposes to offer additional RV slips in favor of IDPR in order to enhance the opportunities for RV camping at this facility. The concession area will provide amenities and recreation opportunities for the general public.

Tamarack has demonstrated a long-term interest in developing a marina facility and partnering with IDPR at the Poison Creek site. Tamarack has operated a small lakefront facility under a small concession agreement with IDPR from 2005 – 2009 and 2015 – 2021. During these periods of time, Tamarack has gained a deep understanding of the ever-increasing demands for these services on Lake Cascade.

The amenities and facilities proposed by Tamarack at Poison Creek meet the following minimum services required as outlined by IDPR in the RFP. Those include:

- » Long-term and short-term slip rentals for boaters
- » Structure(s) (temporary and/or permanent) suitable for the business needs of Tamarack's proposed operations
- » Retail merchandise, gear and accessories, including IDPR and IDFG licenses
- » On-site fuel sales to serve boaters and other recreationalist
- » Marine pump out facilities for boaters
- » Adequate parking to accommodate anticipated and additional park uses

Additional amenities and features proposed by Tamarack include:

- » Marina facilities of approximately 150 slips
 - Initial offering of approximately 50 slips
 - Scaled based on market demands
 - Short-term boat moorage
 - Anchored moorage buoys for transient watercraft
 - A temporary dock for watercraft not staying overnight



ABOVE: Tamarack's water sports facilities on Lake Cascade, image courtesy of Tamarack Resort

- » Primary concession facility located along the waterfront designed to operate as a central location for all rentals, fuel sales and small concession sales.
 - Facility would be approximately 1,000 square feet
 - Would have visual access over water, marina, and shoreline
 - Sale of small concessions including retail merchandise, food and beverage snacks and fuel sales
 - Wintertime use for fuel sales, fishing tackle and food and beverage
- » Various types of watercraft rentals including:
 - Pontoon boats
 - Water ski boats
 - Personal watercraft
 - Fishing boats
 - Lake kayaks
 - Canoes
 - Sailboats
 - Hobie Cats
- » A fish-cleaning station and boat cleaning station near public boat ramp
 - Casual dining with indoor and outdoor seating
 - Dining facility would be approximately 3,000 square feet and can be configured to operate year-round, depending on demand for winter-time services
- » A public swimming area/beach cordoned off to motorized craft with beach area consisting of approximately 500 linear feet of shoreline
 - This would include a children's play area within cordoned off area
- » Recreation activities such as:
 - Sandpit for a volleyball or badminton
 - Horseshoe pit
 - Bocce ball court
 - Croquet court
 - Picnic tables
- » Overflow marina and campground parking within the existing facility
 - Additional parking available at across the road at Tamarack
- » Additional RV slips on the parcel of land between Poison Creek and West Mountain Campgrounds
 - Subject to IDPR approval, Tamarack would add approximately 5-10 new RV slips with the same level of service as current RV slips at Poison Creek
- » Improved pedestrian trail(s) traversing north-south through the park that may connect with adjoining IDPR facilities
 - Pedestrian foot bridges that connect Poison Creek to West Mountain Campground
 - Pedestrian trails connecting Huckleberry and West Mountain Campgrounds to Poison Creek Campground
- » Winter use – the following are proposed for the winter season:
 - Fueling station for snowmobiles
 - Sale/rental of ice fishing supplies and equipment
 - Sale of food, hot beverages and other perishables



ABOVE TOP: Lake Cascade
 ABOVE MIDDLE: Lake Cascade
 ABOVE BOTTOM: Lake Cascade

Tamarack believes that an opportunity exists to enhance the RV camping at Poison Creek by increasing the number of RV slips which generate revenue for IDPR. It may also be feasible to offer year-round RV hookups so that the RV camping opportunities can be extended beyond the current season as well as new trails that connect other IDPR campgrounds to Poison Creek. The RFP offers the ability for Tamarack to propose that a portion of the annual compensation to IDPR act as an offset through new development, major maintenance to the existing park or other in-kind services. Tamarack puts forward this idea for further discussion with IDPR, should Tamarack be selected to advance to formal negotiations.

Tamarack affirms its commitment to develop this proposal in a way that enhances and protects the natural environment and respects the context of the surrounding landscape. It is, after all, this landscape that attracts the visitors who recreate here. Lake Cascade is home to many species of waterfowl, shore birds and birds of prey. Recreation trails and interpretive signs will be designed to provide environmental education to the general public about the lake as a natural resource with multiple uses.

Experience

Tamarack has gained a tremendous amount of experience as the concessionaire of the Small Concession Agreement on Poison Creek during the 10 years it has operated at Poison Creek. Tamarack's experience directly correlates to this proposal in many aspects, including:

- » rental of motorized watercraft
- » sale of IDPR parking passes
- » watersports lessons
- » retail sales
- » rental of non-motorized watercraft
- » paddle boards
- » temporary dock
- » moorage buoys
- » lakeside cabana
- » offering of goods for sale
- » offering of services
- » ADA compliant concession

Key Personnel

Dustin Simons

Director of Base Operations
Tamarack Resort

Dustin Simons joined Tamarack as an employee in 2006. In addition to overseeing the waterfront operations and other winter and summer-based recreation activities, Dustin oversees all of Tamarack's base recreation operations, meaning all recreational based operations not on the mountain. Dustin has been an important member of Tamarack's management team for many years and is well-thought-of across the organization.

Wolfe Ashcraft

Vice President of Resort Operations
Tamarack Resort

As Tamarack's Vice President of Resort Operations, Wolfe oversees all aspects of base and mountain recreation operations. Wolfe has been with Tamarack since 2004 in various capacities and has a tremendous depth of knowledge when it comes to the day-to-day operations across all areas of Tamarack.

Scott Turlington

President
Tamarack Resort

Scott has been the President of Tamarack since April 2020. He first joined Tamarack in 2004 as its Vice President of External Affairs. Scott oversees the day-to-day resort and real estate operations and will be responsible for the successful operations of the marina.

References

Gordon Hansen, Owner
Idaho Water Sports
2165 Overland Ave, Burley, ID 83318
208-678-5869

Levi Johnson, Community Manager
Tamarack Municipal Association
311 Village Drive, Tamarack, ID 83615
208-315-0859

Mike Stoddard, Attorney
Hawley Troxell
877 W. Main St. Boise, ID 83702
208-334-6000



Objectives and Responsibilities

ABOVE: Lake Cascade and Tamarack Resort in the background
BELOW: Lake Cascade



Objective 1: Stimulate the local tourism economy and make the Cascade, Idaho area a more attractive destination for travelers

Tamarack's proposed marina development will stimulate the local tourism economy by offering services that have not been offered previously on Lake Cascade. Some of these services include a public marina, fuel sales for boats and other recreational vehicles including snowmobiles and on-water motorized boat rentals and non-motorized equipment for the public.

Objective 2: Enhance Lake Cascade State Park for visitors to the Park

Tamarack's proposed marina development will enhance Lake Cascade State Park for visitors in several ways including, access to retail facilities, fuel options for recreational vehicles, a casual dining facility at Poison Creek and pedestrian foot trails connecting adjacent IDPR campgrounds to Poison Creek. Tamarack's proposed facility is a public facility and any of Lake Cascade State Park visitors are welcomed to enjoy and make use of the proposed services offered by Tamarack.

Statement of Responsibility: Utilities and Maintenance Costs

Tamarack affirmatively states that it will accept the responsibility for all utility costs and the costs of day-to-day maintenance in the concession area.



ABOVE: Lake Cascade
MIDDLE: Lake Cascade

Sale of Alcohol – Retail Beer and Wine by the Drink

Tamarack's concession proposal contemplates the retail sale of beer and wine by the glass, in addition to the sale of alcohol with the purchase of food. Idaho Code §23-903b and §23-957 gives the Alcohol Beverage Control the authority to authorize this use to the owner, operator or lessee of waterfront facility or year-round resort. If Tamarack ultimately elects to offer alcohol for sale at Poison Creek as a part of its concession, Tamarack affirms that it will follow all the prescribed rules as set forth in Idaho Code for responsibly serving alcohol.

Insurance Coverage – Public and Employee

Tamarack currently provides comprehensive insurance coverage for general liability, fire and other risks for the resort, its employees and the public. These services are provided through Granite State Insurance Co., National Fire Insurance Co. and Indian Harbor Insurance Co. The marina operations will be included under these policies and detailed binders can be provided to IDPR upon request.

Statement on Safety and Sanitation

Tamarack requires their employees undergo safety training and employees who work at the proposed marina facility would do the same. For additional information on sanitation, please refer to the Overview of Maintenance Program section of the response.



ABOVE: Lake Cascade



Proposed Concessions Operations Plan

ABOVE: Lake Cascade
BELOW: Lake Cascade



As outlined in previous sections, and in the site plan, Tamarack proposes to offer retail, casual dining, a rental facility, a marina with fuel services and other recreation-based amenities. These facilities incorporate the core of Tamarack's proposed operations.

The retail facility will offer basic retail items for the public including fishing tackle, licensing and IDPR park passes. The casual dining facility will seat approximately 40 people, both inside and outside, and will offer a lighter fare for the public. Tamarack's rental facility will house the operations for all equipment rentals, including the sale of fuel. Tamarack also proposes to increase public parking at the facility as noted on the site plan under P, Marina Parking.

The marina slips and docks are proposed to be located to the north of the current boat launch. It is anticipated that Tamarack will begin its operation with approximately 50 slips and then add additional slips as the market demand increases. Tamarack anticipates approximately 150 slips at buildout. Tamarack's proposal includes a fueling station at the marina which will serve watercraft and other recreational vehicles in the summer and winter months.

Tamarack believes that the overall compatibility with its proposed operations is very much aligned with the operations of IDPRs existing facility at Poison Creek. All of Tamarack's facilities will comply with the Americans with Disabilities Act, as required by federal and state law. The final placement and location of the proposed facilities will be determined as Tamarack and IDPR negotiate those details.



ABOVE: Lake Cascade
MIDDLE: Lake Cascade

Additional operational details for the proposed facility includes the following:

1. Length of Seasons:
 - Summer – 5 months
 - Winter – 3 months
2. Approximate dates of operation by seasons:
 - Summer – May 1 – September 15
 - Winter – December 20 – March 15
3. Hours of operation by seasons:
 - Summer – Monday – Sunday 7AM – 7PM
 - Winter – Monday – Sunday 8AM – 7PM
4. Does the person who signs the Offer plan to personally supervise the operations?
 - Yes
5. Will there be a person serving as a manager?
 - Yes
6. Please indicate the areas of responsibility and extent of authority of the proposed manager.
 - The manager will be responsible for all day to day operations of the proposed concession area. This person will have line authority discretion to make decisions that affect the daily operations of the proposed concession. This person will always also have direct access to Dustin Simons, Wolfe Ashcraft, or Scott Turlington during their shift.
7. How many employees does Tamarack anticipate having at the proposed concession and how many will be seasonal, full-time or part-time and what is the estimated wage for schedule?
 - 9 employees
 - Seasonal full-time– 5
 - Full-time year-round – 1
 - Part-time seasonal – 3





Overview of Maintenance Program

ABOVE: Water sports at Lake Cascade,
image courtesy of Tamarack Resort

<p>Boat Ramps Surface to remain in good condition without potholes, cracks or heaves. Ramp to remain free of debris, overhanging brush.</p>	<p>Daily: Inspect ramp and remove debris. Immediately correct or report all deficiencies and hazards.</p> <p>Weekly (off-season): Inspect ramp and remove debris.</p>
<p>Buildings Including restrooms, restaurants, concessions, displays and picnic shelters. Structures and associated fixtures are to be maintained in good repair, in safe, clean and sanitary condition at all times. All buildings receive an annual structural maintenance inspection. Items needing repair are corrected immediately or reported for scheduling</p>	<p>Daily: Inspect buildings and fixtures for repair needs; sweep or vacuum floors; clean sinks, windows, counters, seats and displays and empty waste containers.</p> <p>Weekly: Mop floors if appropriate.</p> <p>As required: Replace light bulbs, remove cobwebs and bird nests, inspect and clean troughs.</p>
<p>Picnic Tables Inspect for cleanliness and safety. Tables should be sturdy, clean, free from splinters, food debris and graffiti.</p>	<p>Weekly: Wash tables. Sand rough spots; tighten loose bolts and replace damaged boards immediately.</p>
<p>Culverts and Ditches Associated with park roads, parking lots and trails. Culverts and ditches will be kept open and repaired so they function as intended.</p>	<p>Yearly Pre-Winter: Perform inspections of culverts and ditches. After severe weather events additional inspections will be done. Items needing repair are logged and repaired as soon as practical.</p>
<p>Beach/Shoreline Use Areas Areas to be free of litter and user-built site improvements.</p>	<p>Weekly: Inspect beach areas, remove user-built site improvements including rafted logs, signs, tables, chairs, ropes and tarps. Collect litter. Correct significant erosion problems caused by visitor use.</p>
<p>Garbage/Litter Collection All park areas are litter-free. Garbage cans are routinely emptied and kept in good condition and free from odors.</p>	<p>Daily: Litter is removed from open spaces, trails, footpaths and parking areas as soon as it is seen. Garbage can liners are removed as soon as they are full and are replaced with new liners.</p>
<p>Graveled Surface Areas Surfaces are to be kept in good condition without potholes and mudholes. Areas are to be free of overhanging brush and adequate sight distance is to be maintained.</p>	<p>Quarterly: inspect all areas; remove overhanging vegetation; correct minor surface deficiencies and schedule major repairs as needed.</p>



ABOVE: Lake Cascade

<p>Marina, Boat Docks, Floats and Buoys Decking and shoreline connection points are sound. Cleats, buoys and markers are visible and correctly located. Underwater and onshore hazards, litter and unwanted vegetation are removed in the marina area and other areas.</p>	<p>Bi-weekly: Inspect all areas and immediately correct or report all deficiencies and hazards. Inspect immediately following severe weather events or high-water events.</p> <p>Pre and Post Season: When the marina, docks and buoys are out of the water, inspect for cracked plastic, sharp edges, frayed cables, or exposed cables ends. Clean and remove all accumulated algae.</p>
<p>Non-public Buildings Including maintenance shops, pump houses, storage buildings. Building interior and exteriors will be maintained in a safe, clean condition at all times. All buildings will receive an annual structural maintenance inspection.</p>	<p>Monthly: Perform safety and housekeeping inspections. Items needing repair are logged and scheduled for repair as soon as practical.</p>
<p>Paved Areas Including roads, parking lots, pavement surface, concrete or paver block. Surfaces are to be in clean and good condition, free of potholes and mudholes, cracks and heaves. Striping is to be clearly visible and areas are to be free of overhanging brush.</p>	<p>Quarterly: Inspect paved areas; correct minor repairs such as potholes, removed debris and brush; schedule major repair needs such as striping, overlay or chip seal. Items needing repair are corrected immediately or reported for scheduling.</p>
<p>Potable Water Hydrants Inspect for cleanliness and operation. Faucets should turn on and off easily and should not leak. No litter, food debris nor vegetation should accumulate around the base. The base drain should take a full flow of water from the faucet.</p>	<p>Weekly: Turn on faucet to check operation and base drainage. Remove litter, debris and weeds from base. Repair faucet and drainage as needed. Items needing repair are corrected immediately or reported for scheduling.</p>
<p>Potable Water Systems Including wells, treatment plants, lines and pressure systems. All systems must meet the requirements for federal and state safe drinking water requirements.</p>	<p>Daily (or as needed): Monitor systems and perform tests as required. Prepare and submit reports as required. Items needing repair are corrected immediately or reported for scheduling.</p>



ABOVE: Lake Cascade

<p>Restroom Buildings Structures and fixtures are maintained in good repair, in clean and sanitary condition at all times. Items needing repair are corrected immediately or reported for scheduling.</p>	<p>Daily: Inspect buildings and fixtures for repair needs; sweep or vacuum floors; clean sinks, urinals, stalls, mirrors, windows, counters and seats and displays and empty waste containers.</p> <p>Weekly: Wash walls and clean soap buildup; clean floor drains; clean the pipe chase and inventory maintenance supplies.</p> <p>As required: Replace light bulbs, remove cobwebs and bird nests, inspect and clean troughs.</p>
<p>Signs Signs should be clean, legible and damage free; signposts should be straight. All vehicle signs should be in conformance with the Manual for Uniform Traffic Control Devices. No visitor or handmade signs in recreation areas.</p>	<p>Weekly: Inspect signs. Replace signs that are missing or damaged within three days (in season, five days during off-season). Traffic control signs must be replaced immediately. Signs should be free from overhanging brush and debris. Signs should not have an obstructed view because brush or other vegetation is blocking the view.</p>
<p>Trails and Footpaths Including paved bike and footpaths, and surfaced hiking trails. Surfaces may be concrete, gravel, wood chip or native soil. Surfaces are to be in good condition. Footbridges are to be sound, stringers and decking are to be rot-free. Areas are to be free of overhanging brush; adequate sight distance is to be maintained.</p>	<p>Monthly: Inspect all areas; remove overhanging vegetation; correct minor surface deficiencies, schedule major repair needs such as overlay, grading or resurfacing. During season of operation inspect immediately after severe weather events.</p>
<p>Turf Areas All turf and grass areas should be healthy and vigorous. Specific treatments such as irrigation, verticiling, fertilization, and pesticide application should be undertaken when necessary and appropriate. If parks are open, entry points to areas receiving fertilizer and pesticide applications will be posted for an appropriate time before, during and after the treatment.</p>	<p>Weekly (in season): Managed turf areas should be kept to a moderate size around public buildings. Mowing should be sufficient to keep lawns looking neat and trimmed. Irrigation and fertilization are appropriate. Grass in campsites and along roadsides should be mowed when it's height exceeds 4". Turf grass will be irrigated in areas of heavy use. Un-watered taller native grasses will be kept near wetlands, fences and as a way of delineating various managed areas.</p>



Poison Creek Marina

↓ Conceptual Site Plan
Cascade, ID | 09.17.2021



