

| CRITERIA | QUESTION | CALIFORNIA LAND MANAGEMENT RESPONSE (CLM) |
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| C. Capability of respondent to perform site improvements, has necessary capital and resources to begin and complete listed site improvements and timeframe to begin and complete listed site improvements. | <i>Please list the site improvements you intend to perform at the facility</i> | General site clean up, repaint, re-sign, other cosmetic improvements, open retail sales: gifts souvenirs, items promoting hot springs. Bathhouse appearance improvements, look at improving/maintaining curative water supply. Landscape improvements, improvements to restrooms and campsites, electrical, investigate feasibility of installing water well for drinking supply. |
| Section III - Site Improvements | <i>What is your time frame to begin and complete each project (site improvements)?</i> | In the first year, CLM plans to complete the general site clean up and refurbishment and the retail outlet. All of the other projects will be calendared during the first year of operation for future years. |
| | <i>What are your anticipated site improvement expenditures?</i> | First year - approximately \$50,000 in general site improvements. CLM anticipates annual expenditures of at least \$50,000 a year in each subsequent year of the contract. |
| | <i>What are your site improvement funding sources?</i> | Revenue generated by the facility. CLM has approximately \$500,000 in assets, unsecured line of credit, and support of two major lending institutions. |
| Section IV - Community | <i>How will you maximize community involvement? How will you maximize/retain traditional use of the bathhouses? Describe your intentions (if any) regarding the offering of any low cost alternatives, discounts to County residents or long term users of the bathhouses/campground. How will you promote, maximize the safe and healthy uses of the facility.</i> | Utilize proven methods to align business interest with those of the local community. Site personnel have flexibility to be responsive to local concerns. CLM intends to improve the aesthetic quality of the bathhouses. CLM will strive to protect the quality of the water and to maximize public use and access. CLM will offer a variety of pricing structures to allow discounted access for long term campers (6 months) and locals. Embark on a campaign to educate through the use of handouts, signage, targeted advertising. |
| Section VI - Facility Operation | <i>When would you Organization be able to assume the operation of the Facility?</i> | CLM would plan to assume facility operations in October 2004 or earlier if desired by Inyo County. |
| D. Thoroughness and quality of responses to each section. Sections I through VII | | |
| E. Ability to enter into County Concessionaire Agreement | <i>Is the Corporation authorized by its Board of Directors to enter into an Agreement.</i> | |
| Section VII - Insurance Requirements | <i>Respondents shall provide evidence of the ability to procure the insurance coverage.</i> | |
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| COUNTY COMMENTS | RATING CRITERIA | HUMMINGBIRD FRC RESPONSE (HFRC) | COUNTY COMMENTS | RATING CRITERIA |
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| Numerous improvements planned. CLM wants to get a better idea of the facility cash flow and projects will be prioritized and scheduled accordingly | Criteria C - 20% | Over the Summer a design contest will take place for ideas of a native history motif. Beginning in September renovate ranger office into camp store, new signage, Camp Host Bulletin Board, relocation of all bathrooms. See Proposal - Page 8 (Section III - Site Improvements) and Appendix 9 (Improvements) | Unknown if initial monies (\$13,000) is cash on hand | Criteria C - 10% It appears that a portion of future funding will rely heavily on pledges/donations. |
| | | First year approximately \$4,000. | | |
| | | Currently, HFRC has pledges of over \$13,000 to fund start-up costs, including insurance, basic site improvements, and initial salary expenses. | | |
| | | HFRC will rely on close partnerships with individuals, local agencies, civic clubs, and businesses, C of C, teaching facilities, will conduct art/photography classes, hikes, driving tours, lectures, work with C of C to provide area map with advertising and coupons for local business. Maintain traditional use of bathhouses via planned series of workshops, lectures and celebrations, Tecopa history educational kiosk located in front of the bathhouses. Intend to retain monthly camping fee, charge day use fee, increase bathhouse voluntary donations. Longer hours of operation. Camp Hosts, staff, volunteers will maintain a presence in the pools. | | |
| | | HFRC is prepared to assume facility operations on September 1, 2004. The first two months will focus on quickly making the facility attractive, safe and sanitary. | | |
| Responses to all sections were complete and concise | Criteria D - 20% | | Responses to all sections were complete and concise | Criteria D - 20% |
| CLM appears to have the necessary qualifications to enter into an Agreement for the operation of the facility | Criteria E - 20% | | With the exception of the workers' compensation insurance coverage and commercial liability aggregate coverage, HFRC appears to have the necessary qualifications to enter into an Agreement for the operation of the facility | Criteria E - 15% |
| CLM has provided documents to satisfy Inyo County insurance requirements. Documents have been reviewed by Risk Management | | | | |
| TOTAL | 100% | | TOTAL | 75% |