

## LETTER OF INTEREST

RFI# 23-961-014

### 4.2.1 Executive Summary:

A Small, Exclusive, Quiet, High End RV Park with Tiny homes and Clubhouse a Store and Deli. Having these amenities would produce park goers year round, increasing revenue for the ARC without flooding the park with people at the peak of the season.

### 4.2.2 Business Model Discussion:

a) The Rv Park would provide 9 Rv sites with full hookups and approximately 5 ADA Compliant Tiny Homes for those that don't have an RV. The store would provide;

Services for the Rv Park as well as River goers and Drive by's. With High End Coffee and Pastries, Sandwiches , Soups and BBQ. Food, Water, Milk, Sodas and Beer. (in plastic bottles and aluminum cans)

Hats, Sunblock, sunglasses, T-shirts, Chili Bar memorabilia. River Rafting Photos, First Aid supplies.

(and much more.)

b) Youth groups; field trips, Specialized Handicap services, Gold panning, Fishing derbys, Fly tying and Fly Fishing classes, Art in the park, Yoga on the river, Movie nights, Fishing pole rentals, Raft and Kayak outfitter. and Free use of Life Vests. (the list is endless)

c) It's the perfect place/opportunity that offers so much to the public and local businesses.

Also all 5 Supervisors voted for it and neighbors approved it.

d) Fully operational the RV park will have 4 to 6 employees.

a park steward on site 24 hrs a day, Store mgr. Web site/accountant, Maintenance person, Sandwich makers.

e) When fully operational the RV park will be open 24/7/365.

f) Fresh coffee and pastries every morning. Sandwiches, water, milk, sodas, beer, BBQ cooked in the famous Chili Bar Rock (gas) BBQ in the stunning Chili Bar Courtyard.

All the above are the direct wants and needs of the public that will generate Chili Bar success.

### 4.2.3 Management Plan Discussion:

a) I held a Real Estate License for 14 years and have built, owned and managed commercial and residential properties for over 30 years.

I have personally acquired over 20 properties in my local area, some I held rented and paid off, Others I've remodeled and sold for profit. In 1983 we purchased a bare commercial lot in Roseville, designed and built a Camper Shell and Truck Accessory Store, I managed for 18 years, we purchased the lot next to it and then I turned them both into Car Lots and leased them for another 19 years. I sold them in 2020. (Family trust sale) In 2019 I purchased and currently manage an Orangevale property with two Car Lots on it..

b) Living on site will give me the opportunity to use my professional operating skills needed to manage the responsibilities I will have incorporated into the Concession. "Creating the five star experience for all"

c) My Father (Leo Oscar Smith) was a heavy machine operator in the 60's and 70's hauling earth and rock into many of the Dams that make up the American Rivers,

(Hell Hole, Stumpy Meadows, Sugar Pine, French Meadows, Union Valley.)

We've Camped, hiked and fished throughout the American River trail system from Euchre Bar Trail in Alta, to Coloma, Cronan Ranch, Folsom Lake, Sailor Bar, Ancil Hoffman Park, Discovery Park, The Delta for many years.

We moved to Cool in 1983.

My family and I have vacationed along the American Rivers and its headwaters for as long as I can remember.

I was married in Coloma at the Episcopal Church in 1999.

4.2.4 Estimated Timeline For Operations: Approximately 18 months or sooner to complete all phases.

Phase 1; the Store, should take about 6 to 8 months to open.

Phase 2; the House, should take about 8 to 10 months to be used for three things; (a.) Management living quarters upstairs. (b.) an RV Clubhouse with an ADA Ramp and bathroom.( c.) a Fly Fishing School office.)

The House would include an educational Center highlighting local businesses and River park services to include The Chilean History.

Phase 3; The RV Park, should take about 12 months to complete. The Country's willingness to provide some of the site responsibilities needed will affect this timeline.

Some things to consider for all phase timelines will include; Infrastructure Reports on the health of the Freshwater, the Septic system, and the Electrical system.

The permitting process can also affect timelines.

Improvements to include; Site Work:

Clean Site, Remove all broken cement mobile home pads.

Full hookups to RV sites.

Complete Fire Abatement up past the water tank building.

Electric gate at the entrance of the park.

New pavement at the entrance of the park, and the RV park driveway.

Install new roofing on the bathrooms, Store and the house.

ADA Ramp and patio into Clubhouse.

Landscaping and irrigation.

The County to approve the proposed RV park footprint and other changes or challenges.

4.2.5 Concept Plan.

The first drawing (a) shows the use of the house and store, Both have ADA bathrooms and ADA Parking.

Drawing (b) shows the proposed footprint of the RV lot traffic flow, parking and turn around. Drawing c) Is the proposed bathroom floorplan, with 2 ADA Toilets and 2 ADA Showers.

4.2.6 Other Issues.

a) Challenges;

Return on Investment is the biggest challenge.

Professional Investment and Operating Expertise is key...

In part, This requires equal compromise, a long term lease with an adjusted lease payment.

High operating costs,

Insurance, Maintenance, Repairs, Camp host and all employees.

An electric gate is a must have to help secure the park, thus offering the neighbors the same security.

This might be a challenge due to the existing Right of Way Easement currently in place.

(the park and neighbors are vandalized regularly)

Open a conversation to open the rivertrail that has existed for over 150 years.

Creating that balance between ElDorado County, the ARC, All the neighbors, the public and the Concessionaire.

Challenges are really just opportunities to do the right thing.

b) Help from the County, a dedicated Operator with a long term adjusted lease.

c) Necessary Site Improvements would include:

1) Electric gate at the entrance of the park.

2) Multiple ADA parking and bathrooms with ramp to the house.

3) Re-pave the park entrance and the RV park driveway.

4) Re-roof the Store, the House and the Bathrooms.

5) Provide land survey and all easements.



**Attachment A – Respondent Information Form**

**Respondent Information**

Respondent Name: Karl Smith  
Physical Address: 6208 Antares Way Drake, CA 95062  
Mailing Address: SAME  
Email: 1367Karl@gmail.com Phone: 916-296-8062

**Existing Business Information**

Business Name: None Year Established: \_\_\_\_\_  
Business Location: \_\_\_\_\_  
Type (partnership, corporation, etc.): \_\_\_\_\_ Website: \_\_\_\_\_

By signing and submitting this Attachment A along with your response to this RFI you hereby certify that the following statements are true and correct:

Public Records Act – I/We acknowledge that the submittal and its contents are not considered proprietary; OR I/We have identified the following portions of our submittal in detail that I/we wish to declare as proprietary and/or confidential and have included detailed reasons, including specific exemptions allowed by the California Public Records Act/Government Code. (Respondents shall list the portions and reasons following this statement. Please note that all submittals may be considered public information. Subsequent to the closing date and time of this RFI, all or part of any submittal may be released to any person or firm who may request it. Therefore, Respondents may request in their Cover Letter if any portion of their submittal should be treated as proprietary and not released as public information (refer to Section 11, Public Records Act, of the RFI for additional information)).

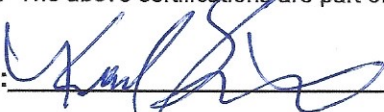
Conflict of Interest – I/We warrant that no official or employee of the County has an interest, has been employed or retained to solicit or aid in the procuring of the resulting contract, nor that any such person will be employed in the performance of such contract without immediate divulgence of such fact to the County in writing.

Non-Collusion – I/We warrant that this offer is made without any previous understanding, agreement or connection with any person, firm, or corporation submitting a separate submittal for the same project and is in all respects fair, without outside control, collusion, fraud or otherwise illegal action.

Debarment and Suspension Certification – Title 49, Code of Federal Regulations, Part 29 – Respondent certifies that, under penalty of perjury, except as noted, Respondent or any other person associated therewith in the capacity of owner, partner, director, officer, manager, including any proposed subconsultants:

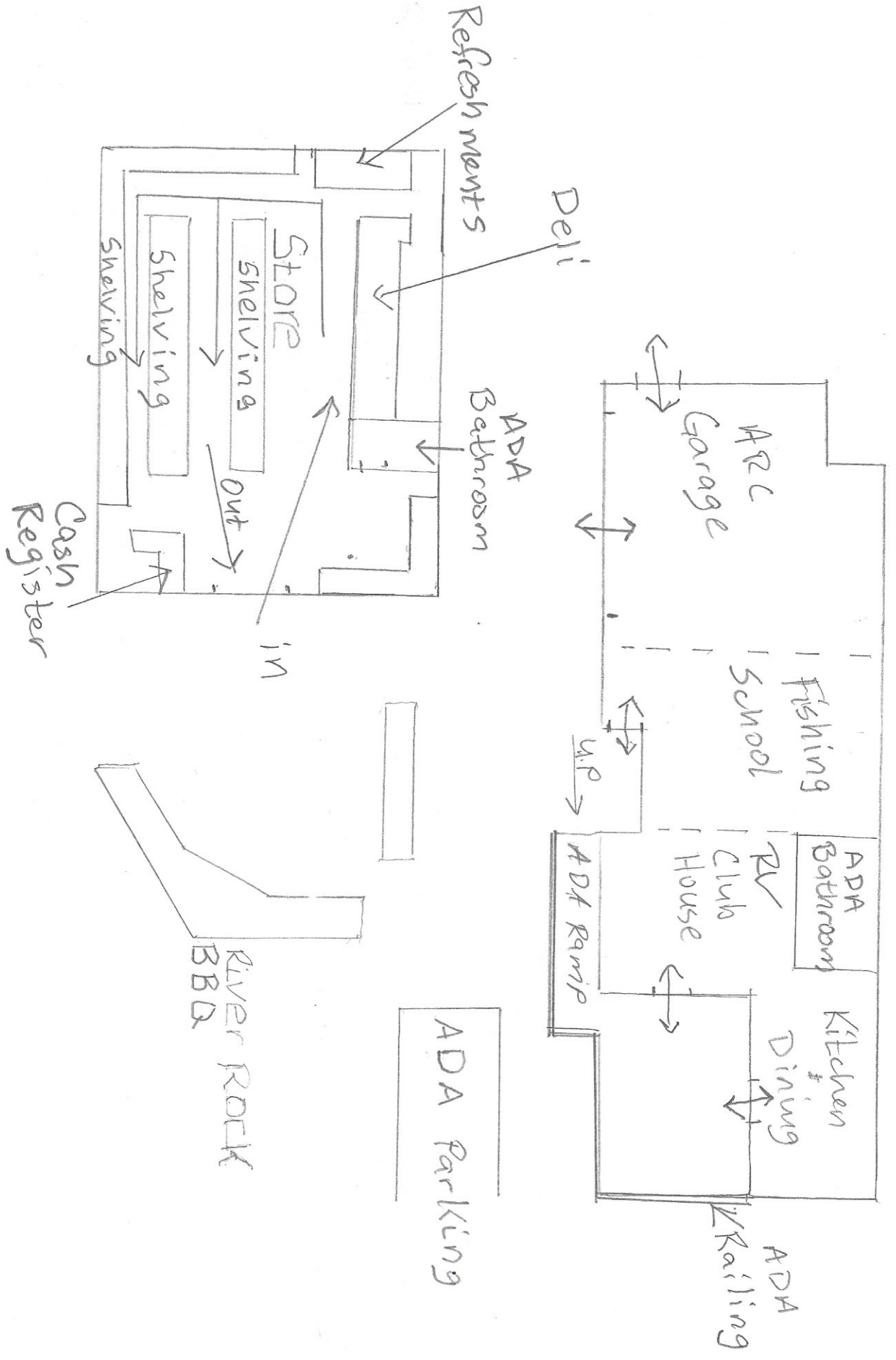
- is not currently under suspension, debarment, voluntary exclusion, or determination of ineligibility by any Federal agency;
- has not been suspended, debarred, voluntarily excluded or determined ineligible by any Federal agency within the past three (3) years;
- does not have a proposed debarment pending; and
- has not been indicted, convicted, or had a civil judgment rendered against it by a court of competent jurisdiction in any matter involving fraud or official misconduct within the past three (3) years.

Any exceptions to the above are included in the Exceptions portion of our response, including to whom it applies, initiating agency, and dates of action. Note to Respondent: Exceptions will not necessarily result in denial of award but will be considered in determining the firm's responsibility. Providing false information may result in criminal prosecution or administrative sanctions. The above certifications are part of the Submittal.

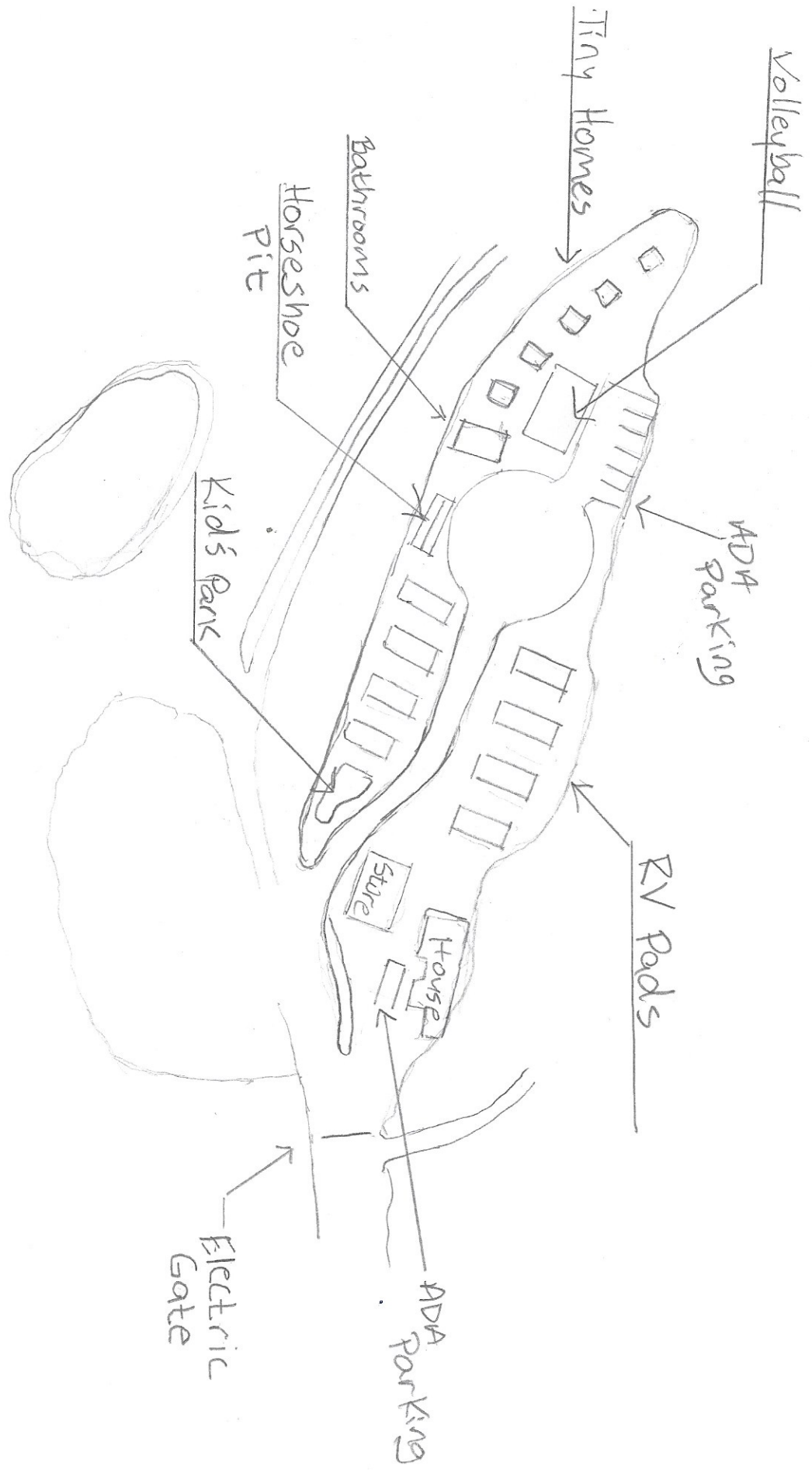
Respondent Signature:  Date: 10-3-22

A

# HOUSE



B



# Bathroom

## C

River ↑

