

**RFP-MR-RAILROAD-05**  
**PART 2 OF RESPONSES TO VENDOR INQUIRIES (ADDITIONAL INQUIRIES)**

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To follow are responses to **additional questions** that were submitted after responses to the first set of inquiries were compiled. Please note that the Colorado Historical society is sometimes referred to, in this document, as “CHS” or “the Society”.

What is the Society's staff responsibility and chain of command for the Georgetown Loop Historic Mining and Railroad Park?

The selected vendor will work with the CHS Director of the Georgetown Loop Historic Mining and Railroad Park (currently Lee Behrens) on a daily operational basis. The CHS Director of the Georgetown Loop Historic Mining and Railroad Park is supervised by the CHS Division Director of Facilities Services (currently Joseph Bell), who will be the vendor's point of contact for larger park and Society issues such as budget implementation and adjustments, scheduled maintenance, capital projects, planning and grant funding requests. The CHS Division Director of Facilities Services reports to the Society's President and Board of Directors.

What is the definition of the standard proposals and alternate proposals?

The standard proposal is defined as a proposal that adheres to all the mandatory requirements outlined in Section IIIA of the RFP.

Alternate proposals are not required to meet all of the mandatory requirements of the RFP. They may also include additional business concepts not defined in the RFP on the development of the park for other services. In any case, the Society has the right to accept or reject alternate proposals.

How much control will the vendor have with the gift shop: carrying cost, inventory margins and profits? Will the vendor be free to choose merchandise for sale?

The selected vendor will be responsible for the profitability of the railroad and park. The total gross revenue generation will determine their management fee. The selected vendor will have the freedom to outfit, select, schedule and price merchandise, tickets and services, as they deem necessary to meet their business objectives.

Are attendance figures for the past five years available?

Attendance figures are available. Due to time limitations, that information will be mailed out to all qualified vendors with the bridge inspection reports.

Under the sample budget, an Impact Fee of 3% is detailed. What does this cover? It appears to be added as a cost and income?

The local payment is to assist in addressing and developing solutions to parking, visitor shuttle service and joint community heritage advertisement. The fee would be collected on all ticket sales and distributed to the communities. This was noted in the income and cost portions of the sample budget.

Although we realize black oil is used in the steam locomotives, we assume lighter oils are used in the diesels. Where is this stored on-site?

Diesel fuel is used on-site for the diesel locomotives. The fuel is stored on-site in 55-gallon drums. Future plans for the Silver Plume Yard include the construction of a proper fuel tank and containment structure once funding is available.

Are the maintenance materials on hand today, such as ties, etc. owned by the Colorado Historical Society?

The current vendor owns most of the ties not installed. The rails and fitting on-site are owned by the Society.

Is there an approximate figure for the amount of charter bus traffic?

Charter bus groups are noted in the annual attendance figures as group tours. Specific information relating to charter bus group tours is not tracked by the Society. There are a number of charter bus lines that visit the railroad every year.

The suggested budget addresses a possible sharing of railroad profits: however, in the unlikely event there is a loss, how will this be handled?

There is flexibility in the sample budget in the payment to the Society and Endowment account to address any budgetary needs to meet any losses or initial start up costs. Also, the sample budget integrates the current Society budget for the park, which can assist in helping meet operational needs. The Society will proactively work with the selected vendor to address this issue.

Are any CHS employees envisioned to be part of the Railroad's operating budget?

The sample budget includes all staff and operational funds for the park. This includes the present Society's park budget. In the sample budget all costs are integrated. Based on the vendors proposed operational structure, these can remain integrated or separated based on the vendor's preference. For operational and budgeting purposes all staff (railroad and mine) can be employed by the vendor to clarify and facilitate operations. This is an available option.

The position of CHS Director of Georgetown Loop Historic Railroad and Mining Park will remain a State and Society employee and work as the liaison between the vendor and Society. The director will be responsible for all interpretation of the park resources. This is the staff position detailed in the sample budget.

Is the 40% community profit share felt to be a payment in lieu of taxes to Georgetown and Silver Plume?

The budget line is a payment to any community partner that provided revenue generating or maintenance equipment to support railroad operations. This will include locomotives, passenger cars, and equipment. This presently may include Idaho Springs, Boulder and any other partner with rolling stock restored and available for use. This may also include any rolling stock provided by the selected vendor.

What percentage of the tickets is sold through reservation?

That information is unknown by the Society. The current vendor has determined that finance information is proprietary and confidential.

Will a vendor be required to form a Colorado corporation?

It is not a requirement.

If the existing operator goes to the end of the season and the new contract starts in January 2005, what happens to marketing and maintenance during the in between period?

Once a qualified vendor is selected, the Society will immediately begin working with them on the marketing needs for the 2005 season. All cost will be reimbursable.

The current vendor by contract will be responsible for the maintenance needs of the defined "Premises" detailed in the contract until January 1, 2005. The Society will care for the remaining park property.

What flexibility is there in the proposal and alternate proposal?

While CHS is interested in different and creative approaches, the primary goal is to find a contractor to operate the railroad. The RFP requires that offerors submit a standard proposal before an alternative proposal will be accepted. The standard proposal is defined as a proposal, which adheres to all the mandatory requirements outlined in Section IIIA of the RFP.

Offerors that cannot meet the standard proposal requirements but can offer an alternative can partner with another offeror that can meet the standard proposal requirements.

What is the envelope dimensions for equipment use on the railroad, mainline clearance, cuts, platforms and curves?

The track rail clearance dimension is 44 inches. This is measured from the outside rail outward. The overall locomotive limits are 9 feet 6 inches wide with a 28-foot rigid frame. The passenger car's lengths historically were approximately 45 feet.

What is the timeline for the current vendor's removal of equipment?

The last day of operations is scheduled for October 3, 2004. The current vendor has until January 1, 2005 to remove all rolling stock and other personal property from the park. The selected vendor will be able to begin moving in after that date.

What is going to happen with the rolling stock on-site?

The rolling stock on site not owned by the Society will be removed by January 1, 2005. The rolling stock owned by the Society includes passenger car #76, business car #911, baggage/mail car #13, caboose, flat car, gondola, stock car, freight car, refrigerator car, and hopper car will remain on-site and displayed at the Silver Plume yard. Cars identified for operations will be available to the new vendor for use.

Are track charts available?

The Society has a historic track plan from the Colorado and Southern Railroad, 1881-1921. A copy of the track map is available upon request. Additional information is available in "Narrow Gauge to Central and Silver Plume, Colorado Rail Annual Number Ten-1972" by Cornelius W. Hauck, published by the Colorado Railroad Museum.

Do you have point of switch (POS to POS) passing track lengths?

Morrison Center; 615 feet  
Silver Plume Depot; 625 feet  
Hall Tunnel; 570 feet

How long are the sidings?

Hall Tunnel Siding; 320 feet  
Lebanon Mine Siding; 1000 feet  
Morning Side Siding; 650 feet  
High Bridge Siding; 250 feet  
Silver Plume Yard  
Siding #1; 690 feet  
Siding #2; 160 feet  
Locomotive fueling Siding; 990 feet  
Engine House Siding #1 and #2; 180 feet  
Engine House North Siding; 200 feet

Is the 30-degree maximum curvature a mainline restriction or in the yard or siding area?

The maximum curvature is on the mainline in the area called the high fill between the Silver Plume yard and Lebanon Mine loading platform.

Is there a fee on CHS office space and what is the approximate size of the space?

There will be no fee for use of CHS office space. The approximate size is 800 square feet in the Silver Plume Engine House and 500 square feet in the Silver Plume Depot.

What efforts have been made for 2005 advertisement and promotion?

The following is the estimated marketing budget for the 2005 season. The objectives identified as done have been completed by the Society.

**GTL Recommended Marketing -  
2005 Season**

| <b>Publication</b>                                | <b>Size of Ad</b>                | <b>Net Cost</b>               | <b>Closing Space</b> | <b>Closing Art</b> | <b>More</b>                                       |
|---|----------------------------------|-------------------------------|----------------------|--------------------|---|
| 2005 AAA Tour Book                                | 1/4 Pg.                          | \$4,200                       | DONE - June 2, 2004  | September-04       | Bills in April '05 Had run 1/2 pg. ads until '04  |
| 2005 Official State Visitors Guide                | 1/6 Pg.                          | \$6,000                       | October-04           | November-04        | Includes 25 word listing + website listing & link |
| 2005 Designation Planning Guide                   | 1/3 Pg.<br>July/Aug              | \$3,900                       | October-04           | November-04        |   |
| 2005 DMCVB Spring/Summer Guide                    | 1/3 Pg.<br>July/Aug              | \$4,600                       | January-05           | February-05        |   |
| Encompass Mag 2005 July/Aug & Coop Ad March/April | 1/3 Pg.<br>July/Aug 1/6 Pg. Coop | \$2,500 1/3 Pg.<br>\$300 Coop | May-05               | June-05            | Coop with Clear Creek County Tourism              |
| <b>Estimated Total</b>                            |                                  | <b>\$21,500</b>               |                      |                    |   |

| <b>Outdoor</b>             | <b># of Boards</b> | <b>Cost/Board</b> | <b>Placed</b> | <b>Months</b>     |
|----------------------------|--------------------|-------------------|---------------|-------------------|
| 14'x48' Boards Denver area | 2                  | \$5,000/board/mo  |               | May - August 2005 |
| <b>Estimated Total</b>     |                    | <b>\$40,000</b>   | <b>\$0</b>    |                   |

| <b>Design</b>          | <b>Costs</b>   | <b>Date</b>       |
|------------------------|----------------|-------------------|
| Postcards/Poster       | \$1,500        | Done June 2, 2004 |
| Ads                    | \$2,000        | Aug-04 - Nov-05   |
| Billboards             | \$1,000        | March-05          |
| <b>Estimated Total</b> | <b>\$4,500</b> |                   |

| <b>Printing</b>        | <b>Costs</b>   | <b>Date</b>     |
|------------------------|----------------|-----------------|
| Rack Cards 35M         | \$4,000        | Done July, 2004 |
| Posters                | \$200          | Done July, 2004 |
| Rack Cards 50M         | \$5,000        | May-October'05  |
| Distribution           | \$3,500        | May-October'05  |
| <b>Estimated Total</b> | <b>\$8,500</b> |                 |

|                                 |                  |
|---------------------------------|------------------|
| <b>Estimate Marketing Total</b> | <b>\$80,500*</b> |
|---------------------------------|------------------|

\* Not inclusive of regional publication advertising.