

**REQUEST FOR PROPOSALS
TOWN OF LUDLOW, VERMONT**

Appraisal of the Okemo Mountain Resort

The Town of Ludlow, through its Lister's Office, is seeking proposals for a complete fair market appraisal of the Okemo Mountain Resort located at 77 Okemo Ridge Road in Ludlow, Vermont. The value of the appraisal is for the Business Enterprise Value. The Appraiser must provide the Town of Ludlow with the following assessable components individually; land value, improvement value, ski lift values, and snow making values. The effective date of the appraisal will be April 1, 2021.

1. The Bid should include:

- At least two meetings on site or via agreed video feed with the Town and the Okemo Resort owners to present the value and negotiate any changes
- A defense of value at the local level (Grievance and Board of Civil Authority)
- A per diem cost for defense beyond the local level and a commitment to defend that value beyond the local level.

2. THE SCOPE OF SERVICES:

- Determine all parcels to be appraised
- Include all supplemental assets including the golf course
- Assess all major buildings
- Include all ski lifts
- Overall total assessment and other pertinent information
- Summary

Criteria for selection will be based on the following:

- The firm's experience with similar projects.
- The qualifications and experience of the personnel assigned to the Project.
- The methodology used to evaluate the Okemo Mountain Resort
- Project timeline.
- Project Cost.

Representatives from the Town of Ludlow will review qualifications and make a recommendation to the Municipal Manager. The final contract will be subject to the approval of the Ludlow Select Board.

3. PROPOSAL SUBMISSION REQUIREMENTS:

- a. Submit a letter of interest addressing the Scope of Services and include the resumes of the key personnel in your firm who would be working on this project, and the experience of these individuals on projects of similar nature
- b. A copy of the firm's resume and company brochure, including descriptions of relevant completed projects. Please include three references for recently completed projects.
- c. Please provide proof of insurance. A valid Certificate of Insurance showing proof of the contractor's liability & WC coverage and naming the Town as an additional insured is required with the bid proposal.
- d. Include a Schedule of Services. Indicate your firm's availability for commencement and completion dates.
- e. State a fixed fee for services and include a schedule of reimbursable expenses.

3. SCHEDULE:

Bids are due in the Municipal Office no later than 10:00 am on June 25, 2020. Bids will be opened at 10:00 am the Town Hall Conference Room. The Ludlow Select Board will review and possibly award the bid at a regular meeting scheduled.

Please submit two original proposals and an electronic copy to: Scott Murphy, Municipal Manager, Town of Ludlow, PO Box 359, Ludlow, VT 05149. Electronic copy may be emailed to tmanager@tds.net.

The Town of Ludlow reserves the right to reject any or all proposals. This solicitation in no way obligates the Town of Ludlow to award a contract.

Contact Scott Murphy, Ludlow Municipal Manager at (802) 228-2841 for additional information and to schedule a site visit.