



CITY OF MONTE VISTA

www.cityofmontevista.com

95 West 1st, Monte Vista, Colorado 81144

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REQUEST FOR PROPOSALS

PURCHASE OF THE VALI 3 THEATER

The City of Monte Vista, Colorado is requesting proposals from dedicated and serious individuals or groups who would like to purchase the Vali 3 Theater from the City of Monte

Proposals submission via email, mail or hand carry is preferred. Proposals shall be sent/delivered in sealed envelopes clearly marked “Vali 3 Theater 2022.” All proposals shall be delivered prior to March 1, 2023 at 5:00 p.m. to the City of Monte Vista, 95 West 1st Avenue, Monte Vista, CO 81144. All proposals will be reviewed and all applicants will present their proposal to City Council during a public meeting on March 16, 2023, during the regular scheduled Council meeting.

Proposals shall be marked “Vali 3 Theater”

Proposals must be received no later than 5 p.m. on March 1, 2023 to:

City of Monte Vista
Attn: Unita Vance
95 West First Ave
Monte Vista, CO 81144

Questions concerning the scope of the project or the bid submittal process should be directed to City Clerk, Unita Vance at 719-852-6171 or uvance@ci.monte-vista.co.us

The City of Monte Vista is subject to public information laws, which permit access to most records and documents. Proprietary information in your response must be clearly identified and will be protected to the extent legally permissible. Proposals may not be marked ‘Proprietary’ in their entirety. Information considered proprietary is limited to material treated as confidential in the normal conduct of business, trade secrets, discount information, and individual product or service pricing. Summary price information may not be designated as proprietary as such information may be carried forward into other public documents. All provisions of any contract resulting from this request for proposal will be public information.

The City of Monte Vista reserves the right to reject any and all proposals, to reissue this RFP, and to waive any irregularities or informalities.

1.) PURPOSE & OBJECTIVE

The purpose of this RFP is to identify interested buyers and the specific conditions of a potential sale of city owned property. The Project objective is to see the continued use of this site in a manner that will generate the greatest potential economic benefit to the downtown area and City of Monte Vista and further enhance the City's ability to attract additional investment and economic activity in the downtown area. The City will select one firm from among the proposers but may also not select any proposer.

2.) HISTORY

The demise of Colorado's small town movie theaters has been a lingering threat. Nationwide, rural cinemas are disappearing at an incredible rate due to the cost of conversion.

The Vali 3 Theater faced that threat about six year ago when its owner was handed a bill to keep his cinema alive. Like most small town movie theaters, the Vali 3 needed to phase out its old projectors and purchase new digital equipment. The bill hovered around \$100,000. George Kelloff, the current owner at that time, came up with a unique idea. He decided to give his cinema to the community of Monte Vista for free. The gesture was kind, no doubt. City officials and community members were left with the task of raising \$100,000. Monte Vista residents created a group called 'Friends of the Vali 3 Theater'. Members of the community raised the needed funds for digital equipment and the theater reopened on December 6, 2014. The Vali 3 Theater has been ran solely on a volunteer biases since that date.

3.) REQUIRED INFORMATION

Qualified individuals/groups interested in purchasing the Vali 3 Theater should submit the following information to the City.

- i.) Proposal indicating:
 - a. Business Plan
 - b. Detailed description of potential use
 - c. Proposed purchase price
 - d. Potential buyer and any other potential investors
 - e. Any potential tenants
 - f. Estimated economic benefits to the downtown for the City of Monte Vista
 - g. Proposed efforts to maintain unique characteristics of theater for the next 5 years
 - h. If known and applicable, potential design and build team members
 - i. Estimated rehab/redevelopment timeline and open date for any proposed use
 - j. Development cost estimates, if applicable

- k. Statement of financing method and corresponding evidence (i.e., statement from financial institution re: net worth or access to financing, commitment letters from potential investors or tenants, etc.) This image cannot currently be displayed.
- l. General Information
- m. Name(s), address, telephone number, and email address
 - i. Representative or other person to contact for clarification of any item contained in the proposal. Include telephone number and email address if different from above
 - ii. Specify type of organization (individual, partnership or corporation)
- n. Conflict of Interest Disclosure
 - i. Disclose any financial, business or other relationship with the City or any member of the City staff that may have an impact on the outcome of the project
 - ii. List current clients who may have a financial interest in the outcome of the project

4.) DEVELOPER SELECTION PROCEDURE

Selection of the successful proposal shall be generally based on the information provided by the Buyer in response to the RFP and any subsequent interviews or requests for information that may be conducted. Subsequent interviews will be held solely at the option and discretion of the City of Monte Vista City Council. The process for selection shall occur in the following sequence:

- City Manager and staff will review proposals • Interview or request any additional information necessary from proposers (at the option and discretion of City Council)
- Schedule proposers to present their business plan to the City Council on March 16, 2023.
- Proposers may use power point, hand flyers, or other displays to present their proposal to the Council.
- Recommendations will be compiled and presented to the Council for consideration and a Council will make a decision.
- Council will determine which, if any, alternates will be selected.
- Staff will conduct negotiations.
- Once a selection is made, the City Attorney will have a title company prepare all necessary documents and conduct the closing.

5.) BACKGROUND CHECK

The City reserves the right to conduct a background inquiry of each proposer which may include the collection of appropriate criminal history information, contractual and business associations and practices, employment histories and reputation in the business

community. By submitting a proposal to the City, the proposer consents to such an inquiry and agrees to make available to the City such books and records as the City deems necessary to conduct the inquiry.

6.) OTHER APPLICABLE REQUIREMENTS

- **WITHDRAWAL OF PROPOSALS:** Any proposal may be withdrawn at any time prior to the time fixed in the public notice for the receipt of proposals, only by written request for the withdrawal of the proposal filed with the Clerk's Office. The request shall be executed by the proposer or his/her duly authorized representative. The withdrawal of a proposal does not prejudice the right of the proposer to file a new proposal. No proposal may be withdrawn after the time fixed in the public notice for the receipt of proposals.
- **REJECTION OF PROPOSALS:** Failure to meet the requirements of the RFP may be cause for rejection of the proposal. The City may reject the proposal if it is deemed incomplete, contains irregularities of any kind or is offered conditionally. The City reserves the right to reject any and all proposals without cause. The proposal is to be prepared in such away as to provide a straightforward, concise delineation of the information requested. Proposals which contain false or misleading statements, or which do not support an attribute or condition claimed by the proposer, may be cause for rejection of the proposal. If, in the opinion of the City, such information was intended to mislead the City in its evaluation of the proposal, it will be cause for rejection of the proposal.

7.) INCURRING COSTS

The City of Monte Vista is not liable for any cost incurred by proposers in responding to this Request for Proposal.