

MINUTES OF THE

SANTA FE COUNTY

LA BAJADA RANCH STEERING COMMITTEE

August 28, 2014

This meeting of the Santa Fe County La Bajada Ranch Steering Committee was called to order by Chair Eric Blinman at approximately 4:00 on the above-cited date in the County Commission Chambers, Old County Courthouse, 102 Grant Avenue, Santa Fe New Mexico.

A quorum was not achieved until 5:30 with the following members present:

Members Present:

Eric Blinman, Chair
Camilla Bustamante
Maria De Anda Hay
Jay Lazarus [arriving later]
John Nye
Paul White

Member(s) Absent:

Commissioner Robert Anaya (E)
Peter Weiss, Vice Chair (E)
Claire Fulenwider
Commissioner Kathy Holian

Staff Present:

Mark Hogan, Projects & Facilities Director
Bill Taylor, Procurement Director

Others Present:

Don Van Doren
JJ Gonzales
Philip Tacetta
Ryan Toups

Because there was not yet a quorum established, the Steering Committee delayed consideration of the agenda and minutes and proceeded to the first discussion item on the agenda.

VI. Old Business

a. Discussion of Draft Request for Proposals for soliciting Development Proposals

Mr. Taylor asked the Committee to keep in mind the methodology of this RFP. He explained it was done in two phases and although they wanted to get to the end product, they were not there yet. The first phase was solely on qualifications of those

who wished to submit a proposal. Consequently, he would like to trim down some of the things that were added to the advertisement that didn't need to be there but could be in the body of the RFP. Phase one was looking at qualifications to select a minimum of three of the most qualified entities to then come in with a proposal for development of the property.

Mr. Nye suggested on page 6, process, that they might need to add more on the purpose to explain what the Steering Committee was really looking for on the final stage of property development. The information on page 5 was adequate for the offer and to understand what the Committee was looking for on this phase.

Chair Blinman thanked the Committee for being productive while he wasn't able to attend. He also thanked Peter Weiss for presiding in his stead.

Chair Blinman had the most recent version electronically that Mr. Lazarus and Ms. De Anda Hay worked on - version 3. He had all of their changes tracked on his computer. So he went go through the tracked changes and reviewed them with the Committee. There were insufficient copies to provide a handout for all members but they shared those that were available.

As they began to go through each of the tracked changes to discuss and possibly amend them, Mr. Taylor reminded the Committee that this was the advertisement and not the RFP. Since they were paying for the ad and the price depended on size, it should be kept to a minimum. The information could be provided in the RFP on what they would be required to provide.

Chair Blinman asked if the County will provide an updated map to those who respond.

Mr. Hogan suggested making it more generic to say that all documents related to the RFP would be available or that all could be found at the web site.

Mr. Nye asked if the County could respond to questions in writing.

Mr. Taylor clarified that questions would be answered at the pre-proposal conference.

Mr. Nye asked if people could attend that conference by phone.

Mr. Taylor agreed and added that it was not a mandatory conference and the County is limited on the equipment for a conference call. Conference calls have been done before but it was limited in numbers. He wanted as many as possible to attend in person.

Mr. White thought the Committee previously voted to request concepts that would be presented to the BCC. He asked if that idea had been abandoned for the initial phase of this.

Mr. Hogan said it was discussed two meetings ago but didn't get anything back they could rely on; they would have to do a follow-up process and the Committee decided against doing that.

Mr. White still thought there were people with very good ideas but not set up to qualify for the RFP. He didn't believe the Committee should close the door to concepts. It would cut out a lot of community involvement.

Ms. De Anda Hay asked if there was any prohibition for a meeting ahead of the RFP to share concepts and the public could provide a one-page concept of what to do. They might want to consider some.

Mr. Taylor was fine with that kind of meeting but was here to talk about the RFP and to explain the RFP process. He wasn't saying the Committee could not solicit concepts.

Chair Blinman offered, if the Committee felt it was worthwhile, to use a suggestion box on the internet and those with ideas to fill it in.

Mr. White said a concept is asking the County to do something. The County could put a bond together.

Mr. Hogan said the County doesn't want to float a bond. The charge of this Committee is to get development proposals. The purpose they talked about was how to get a financial return to the County.

Chair Blinman understood there would be a vote by the BCC and they could vote to reject a proposal. If local public support was not with the proposal, then they could say it wouldn't work.

Mr. White thought the advertisement would limit what the public could offer as input.

Chair Blinman agreed. The advertisement goes with the technical procurement process. The offeror would have to have financial resources to complete the project.

Mr. White thought if it was private-public partnership it would not require that.

Ms. Bustamante said the problem then was they would have to address putting out fires. The community wouldn't be able to make positive suggestions but would have to put out the fires and it gets exhausting to always be in the reactive mode instead of proactive.

Ms. De Anda Hay said if there are concepts out there we need a finite date for getting them submitted. A practical way would be to advertise that ideas or development could be presented and have those people meet to present them and bring those who want to respond to the RFP. Then responders could consider developing the concept

and the Committee wouldn't need to be involved in that process because it didn't have to go through the RFP.

Mr. Hogan summarized that if the Committee is pursuing that approach, we would have a community meeting and get the ideas by a date certain so that the responders to the RFP could use that to include in their proposal. That way we can keep the RFP as a clean process. But we need to get down to work because we can't act on concepts.

Mr. Taylor said whatever the concept is, the RFP is to get offerors to say how they could do it.

Chair Blinman agreed and the one requirement then would be to review what the Committee has chosen.

Mr. Hogan reasoned that they would need to have that available to the responders before proposals are submitted and it could delay the process.

Mr. Nye thought they could do both at the same time - choose those who were qualified to submit a proposal and gather concepts.

Ms. De Anda Hay asked if the Committee could get those presentations at the next meeting.

Ms. Bustamante noted that without a quorum, the Committee can't make the decision.

Mr. White suggested the presentations would not be at the next meeting but maybe the one after that.

Mr. Nye asked who would write it up for the public.

Mr. Hogan said the Public Information Officer could do that.

Mr. Taylor agreed to put something together and send it to Chair Blinman.

Chair Blinman agreed they should get it quickly to the papers. He reminded them that the next meeting is September 25 at La Cienega.

Mr. Taylor envisioned it as simple as possible with an informal round table discussion and no procurement involved.

Several members thought it would not work well at La Cienega.

Mr. Hogan said the Committee could meet in Commission Chambers or at his office.

After further discussion on how the concepts would be presented, the Committee turned to address the quorum issue.

Chair Blinman went back to revising the document and brought up the issue of water availability. He noted that Mr. Lazarus had earlier suggested that somewhere in the listing it should say that County water is available at the northern edge of the property.

Mr. White pointed out that a proposal might not require using any water.

Mr. Hogan suggested not including any of that detail in there but have the utilities, zoning maps and other information elsewhere and keep the advertisement to a minimum.

Mr. White brought up the appraisal done in 2009.

Mr. Nye said Commissioner Mayfield considered that appraisal to be worthless. He asked if they could get a new appraisal.

Mr. Hogan said the appraisal shelf life is less than six months. Putting in a more current valuation was for comparative analysis but there are not enough comparables. Any of that information would go into the web site. Everything that is needed should be in the RFP.

Mr. Taylor proposed they identify the site with a very brief description, and the access shown on page 7 and reference the RFP site.

The Committee continued to discuss the document details including community plans, zoning, surveys, reports, investigations, local preference adjustments, citizen polls, all of which should be accessible.

At 5:30, Mr. Lazarus arrived making a quorum.

III. Approval of Agenda

Ms. Bustamante moved to approve the agenda as presented. Ms. De Anda Hay seconded the motion and it passed by unanimous voice vote.

IV. Approval of Minutes: July 24, 2014

Mr. Nye moved to approve the minutes of July 24, 2014 as presented. Ms. Bustamante seconded the motion and it passed by unanimous voice vote.

V. Subcommittee Reports

It was pointed out that subcommittees were dissolved at the last meeting

VI. Old Business

a. Discussion of Draft Request for Proposals for soliciting Development Proposals

Most of this discussion occurred before a quorum was established.

Ms. De Anda Hay moved to have an open meeting at the September 25, 2014 Committee meeting for the general public to present ideas for La Bajada and develop a one-page concept and those be provided to the offerors and BCC for the RFP process. Mr. White and Ms. Bustamante seconded the motion.

Mr. Hogan said any results can be loaded onto the FTP site as part of the information needed by the offerors for their proposals.

Mr. Taylor clarified that the schedule would not work as proposed in the draft. If we issue this after concepts, it won't work.

Chair Blinman said there might or might not be an impact on seeking qualifications but it should not affect the qualifications.

The motion passed by unanimous voice vote.

Chair Blinman said the next meeting is to be on September 25 at Las Cienega Community Center and it was suggested to change the location either to BCC Chambers of Mr. Hogan's conference room which seats 16-18 people He felt it would be easier to have everyone in the room and proposed meeting in the Commission Chambers if it is available.

Mr. Nye moved to change the location of the September 25, 2014 Committee meeting to Commission Chambers. Ms. Bustamante seconded the motion and it passed by unanimous voice vote.

Chair Blinman asked Mr. Hogan to initiate the press release process within a week.

A man from the public commented about not having enough time to prepare a presentation.

Mr. Nye said they needed to keep moving.

Ms. De Anda Hay agreed. It is critical to have a press release developed within a week. It would be four weeks to respond.

Chair Blinman asked if it is necessary to cut off concept documentation at the September 25 meeting or if it could continue until the RFP for development is issued.

Ms. De Anda Hay suggested people could continue talking beyond that meeting and up to the pre-proposal meeting but we need a deadline.

Mr. Taylor added that they were covered on the qualifications RFP with a statement in there that concepts will be provided to the short-list. So it will be part of that procurement document.

Chair Blinman said there might be a point where to be fair to all finalists, they would not have to consider any other concepts.

Mr. Taylor didn't want to issue an RFP for things that might be offered after the pre-proposal meeting.

Mr. Hogan said once they get it in the news, we want to keep it there until after the event.

Chair Blinman filled in Mr. Lazarus about working through the marked up document and reduced it down with most information being put into the FTP site.

Mr. Lazarus said he had no attachment to it so taking care of Mr. Taylor's needs was fine with him.

Chair Blinman asked if Mr. Taylor had enough of a sense from the Committee.

Mr. Taylor said what he needed was clear understanding of what we are trying to achieve so a clear project description that an offeror would understand what the Committee is looking for and he would be basing it off the resolution on development and preservation. With what the Committee has in the document, he would wordsmith it. There are some things that are required and he will take care of that. The purpose and scope of work is what we need.

Chair Blinman said that started on page 5.

Mr. Taylor said section 5 A is the purpose with the 5 bullets listed. The process explains the two-phase process and C is what Chair Blinman explained to Mr. Lazarus. The rest is boilerplate. The thing that is critical under how we are going to evaluate the short list is on page 25. It has general information of conservation and development of properties.

On page 26 is the submittal requirements and what the offerors will look at on 26 and 27. They will provide a response to technical design and development competence. There will be points assigned to it. So there is the crux to get to the top three or more responders.

So the committee needs to look at those and he assumed this committee will be the selection committee.

Mr. Hogan agreed.

Mr. Taylor said he will be the chair and nonvoting. He explained that the County usually tries to keep it to five members but he will provide very good structure for points and use consensus. We would make a selection and recommend it to the BCC.

Ms. De Anda Hay pointed out that the two commissioner members wouldn't be on it and probably not Claire so it would be about 8 members.

Chair Blinman asked if all the offerors would present on the same day.

Mr. Taylor agreed. He would ask all offerors to present as many copies as we have on the committee. Usually, he requested the original and five copies.

Mr. Lazarus asked if they could submit electronic copies in PDF.

Ms. De Anda Hay said she would be happy to drop out of selection if five is the maximum. Ms. Bustamante also agreed to drop out.

Mr. Taylor said the proposals are limited to 20 pages. The main focus will be on the point factors.

Chair Blinman said the process is based on the written material and then an oral presentation.

Mr. Taylor proposed to get more detail of solutions so the short-list is based on written proposals submitted. He would give more briefing and RFP training as it gets closer.

Mr. Lazarus said he really would advocate for electronic proposals.

Mr. Taylor agreed to verify if that was acceptable.

Mr. White asked if they would have an executive summary.

Mr. Taylor said not on qualifications but probably on the short-list development proposals.

Chair Blinman asked if there were any issues with the numbered sections under B.

Mr. Taylor clarified that on page 26-27 he was trying to get what qualifications they had by structuring it with experience - looking for them to explain to us their past record of performance. They could demonstrate it through contracts or other agreements; control of costs; what kind of team they have as a business; specialized services; and current work load.

Evidence of their understanding of the scope of work is a critical factor. We will talk about what they envision. He would put a lot of weight on that response. The rest is preferences for state and Santa Fe businesses.

Mr. Lazarus wanted to delete compensation on page 26. This is the cost of doing business and a multimillion dollar deal.

Mr. Taylor said that was fine. The County wouldn't give stipends except with the short-list. At that level - they will be putting in a lot of detailed information on solutions and that costs money. So in their response, at least they could get something for their effort. He added that it is not required and he didn't know where the money would come from.

The Committee was okay to delete that.

Ms. De Anda Hay asked to move the first paragraph under submittal requirements.

Mr. White said the Sustainable Land Development Plan has requirements.

Mr. Taylor said that kind of direction would be made to the short list. He didn't think it is even necessary in this RFP.

The Committee agreed to delete it.

Mr. Taylor suggested storing some of these ideas for the next one.

Mr. Nye referred to page 19 and asked if #21 was normal. Mr. Taylor agreed; it is boilerplate.

Mr. Nye wanted this to create jobs and contribute to the County tax base.

Mr. Taylor noted the language at beginning of paragraph on page 25 said, "including but not limited to."

Mr. Hogan thought if one of the evaluation factors is job creation, it would skew the evaluation.

Ms. De Anda Hay said increasing revenue is tacitly development. She thought the statement on page 25 that the County wants to sell or donate property didn't sound right to her. It is one or the other.

Chair Blinman suggested on page 5 there should there be a bullet that includes development and then run the list there and an economic gain bullet.

Mr. Nye agreed. It should strive to maximize the County's investment and return.

Mr. Lazarus said there was also social maximization. Mr. White agreed.

Mr. Lazarus pointed out that the only way it can be sustainable is cash flow. Without that, there is no project.

Ms. De Anda Hay said that should be under general information.

Chair Blinman asked if they left page 5 alone and assumed there would be a broad economic gain, if the Committee would advocate for modifying the language on page 25 in development areas to more specifically develop taxes. It could do so in taxation increasing.

Ms. Bustamante cautioned that they were getting into a huge societal discussion. It could be a project for a research center and become a demonstration that would create jobs but it might be only two people working there and others come in to do research. Conservation might not create any jobs.

Chair Blinman thought job creation and conservation might be in conflict and that could be the basis for which proposal the Committee wants to select.

Mr. White said a thousand jobs would require lots more infrastructure and many more septic fields.

The Committee agreed to deal with this issue in the evaluation process.

Mr. Hogan said the Committee needed to put dates on the schedule and coordinate them with page 11. The RFP could be issued prior to September 25 but by the time of the pre-proposal conference they needed to have the information for people to use.

Mr. Taylor picked a date of October 8 by going to November 4th and backing up from that date. He thought that would give enough time for proposals.

Chair Blinman said that would place the pre-proposal conference would be after September 25 which was okay with him.

Chair Blinman asked Mr. Taylor for the earliest date he could issue the RFP.

Mr. Taylor said that would be September 14 to advertise and issue the RFP. He reminded them that he didn't need concepts data for the first RFP but it would be important to have it for the short-list.

Ms. Bustamante said she needed to leave soon.

Mr. Lazarus moved to follow that path schedule. Ms. Bustamante seconded the motion and it passed by unanimous voice vote.

Ms. Bustamante left the meeting and a quorum was lost.

Mr. Taylor said he liked informal groups like this one. He clarified that he might have to recuse himself at some point because he lives in La Cienega. He didn't want to give the appearance of steering the committee but he liked the discussion.

VII. New Business

Mr. White brought up what he had proposed before to change the name to La Bajada Ranch Preserve as a more sustainable name.

Mr. Nye said it is restrictive.

Ms. De Anda Hay said that decision is up to the BCC so he could propose it to them.

VIII. Comments from the Public

Mr. Gonzales complimented the Committee for the arduous work and hoped people come in droves to that meeting. He hoped the work is very successful and ends favorably for the County and the community. He noted that six tracts were split off from Canyon Ranch (845 acres) and is a done deal. They just needed a variance for a swimming pool and got it from the BCC. That left 470 acres as a stand-alone.

He explained that they wanted to keep it as their own family ranch.

Mr. Van Doren was in favor of the idea of getting concept proposals. She hoped the timing works to do this in a way that works with the Plan. Her concern with the parallel track idea which means that people are going down a road without seeing the concept proposals and it might be too late to consider them.

She thought if someone comes out with a really interesting idea, the timing to work the ideas into the proposal will be a challenge. The County wants to get something out of it and it is a very sensitive area there. It will need really creative ideas and rushing to get something done quickly might circumvent those ideas. Preserving the land makes sense to her.

Ms. De Anda Hay noted they just had a humongous hearing on La Bajada mining. Having open concepts to the committee will hopefully forestall the community from rejecting these ideas.

She felt the pre-proposal conference needs to be after the concepts date. The concept papers would only be shared with the short list and she thought they should be available to all.

Mr. Taylor said he was not rushing the Committee. If the Committee wants concepts to go out with the RFP, he could do it.

Mr. Hogan said if someone has a concept for archaeology research center - then they would become a respondent.

Mr. Taylor reminded them that we are not looking for a solution on the first RFP but the concepts can be garnered before the pre-proposal conference.

Mr. Tacetta said that to him, this whole thing has been great. He said he was biased toward the strip mining but water was a critical issue. The next few years will be far different. There should be alternative means of piping and a waste processing plant. He asked if the water comes through the northwest corner.

Mr. Lazarus said water did but not sewer. Any proposal would probably have on-site waste water treatment.

Mr. White said in the next 30 years there might not be any water in that pipeline.

Mr. Toups thanked the Committee for the important information and thanked Mr. White for stimulating the concepts idea.

Mr. Nye asked Mr. Toups if he would contact Ms. Strauss about it and he agreed.

IX. Comments from Committee Members

There were no further comments from Committee Members.

X. Agenda Items:

- Date September 25, 2014
- Time 4:00 p.m.
- Location Legal Conference Room or Commission Chambers

Members are responsible to give Mr. Taylor feedback and work with Mr. Hogan on the proposal form for soliciting comments on the web site.


Mr. Hogan will talk with Kristine Mihelcic tomorrow for a press release.

Chair Blinman enjoyed being the Special Master for dealing with Native American vendors under the portal and encouraged "dittos" when someone else had already said it. He also gave people a second chance to speak.

XI. Adjournment

Having completed the items on the agenda, this meeting was declared adjourned at 7:00.

Approved by:



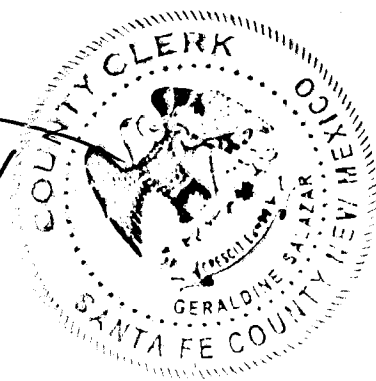
Eric Blinman, La Bajada Ranch Steering Committee

ATTEST TO:



GERALDINE SALAZAR
COUNTY CLERK

10-16-2014



Respectfully submitted

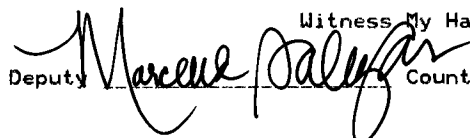


Carl Boaz for Carl G. Boaz, Inc.



COUNTY OF SANTA FE) LA BAJADA RANCH STEERI
STATE OF NEW MEXICO) ss PAGES: 13

I Hereby Certify That This Instrument Was Filed for
Record On The 16TH Day Of October, 2014 at 02:46:29 PM
And Was Duly Recorded as Instrument # 1748482
Of The Records Of Santa Fe County

Witness My Hand And Seal Of Office
Geraldine Salazar
Deputy  County Clerk, Santa Fe, NM