

Umatilla County,
Oregon 216 S.E. Fourth
Street Pendleton, OR
97801

Request for Proposals
Spout Springs Ski Area Operations and Enhancement

Issuing office, point of contact for information and office where copies of this Request for Proposals (RFP) may be obtained:

Commissioner Daniel N. Dorran
216 S.E. Fourth Street
Pendleton, OR 97801
(541) 278-6204

1. Description of Project

Umatilla County is requesting proposals for the operations and enhancement of the Spout Springs Ski Area, located on the Umatilla National Forest, including reopening of the ski resort, and options to provide opportunities for year-round use of the area. Proposals should include a plan for use of the facility, experience in operation of ski facilities or similar related businesses; experience in any planned use of the facility; financial strength and stability; and proposed annual operating plan.

The plan should provide a thorough analysis of the proposer's vision of the proposed business and uses of the facility. Included in the business plan, proposers should furnish a detailed description of their experience and knowledge relating to operating and maintaining a ski area. If another party will assist with any of the operational aspects of the ski area, and include the other party's name, address, telephone number, and email.

The County will review the submitted proposals and select the successful proposer. The County will transfer ownership of all existing personal property, equipment and buildings at the facility to the successful proposer. The underlying land will remain in US Forest Service ownership. After the transfer, the County's role will be complete and the successful proposer will need to be able to complete a Technical and Financial Ability Determination and subsequently obtain a Ski Area Term Permit from the Umatilla National Forest.

The successful proposer will be responsible for all aspects of resort management, including but not limited to: hiring staff and ski patrol, inspection and maintenance of chairlifts, maintenance of groomer fleet, bar and restaurant operation, facility upkeep, and maintenance tasks.

2. History of Property

Spout Springs Ski Area is located at an elevation of approximately 4,920 feet and has a long

history. The ski area boundary includes 1,413 acres and has a vertical drop of approximately 530 feet. Thirteen downhill runs are accessed via two fixed-grip double chairlifts. A portion of these runs are illuminated for night skiing. The Nordic system within the area includes more than 20 miles of trails with varied levels of difficulty. The recreation area includes two large chalet-style buildings, which have been used as the main lodge and rental shop.

3. Current facility

The current facility includes the following buildings: main lodge, rental shop, green building, red A-frame building, storage shed, lift house (rope tow), lift house (bottom short lift), lift operator shack (top short lift), lift house bottom (long lift), lift operator shack (bottom long lift), lift operator shack (top long lift) and lift house (top long lift). There is also miscellaneous personal property on the property, including equipment, fixtures and ski rental shop inventory. All improvements and personal property will be conveyed "AS IS".

4. Site Visit

A site visit of the facility with Umatilla National Forest staff is scheduled for May 1, 2026. To make arrangements for the site visit, please contact Andy Steele, phone number 509-522-6276, or Johnny Collin, phone number 509-522-6293, of the US Forest Service.

5. General Information

To be considered, four copies of the proposal must be submitted by mail or courier no later than 4:00 p.m., May 20, 2026 to Board of Commissioners, room 121, Umatilla County Courthouse, 216 S.E. Fourth Street, Pendleton, Oregon, 97801. Proposals received by facsimile or electronically are not acceptable.

All proposals received will be evaluated by a committee appointed by the Board of Commissioners. The evaluation committee will make a recommendation as to which firm should be selected. After receipt of the selection committee recommendation, the Board of Commissioners will make its decision.

6. Schedule of Activities

RFP Issued: April 16, 2026

Proposal Submission Deadline: Must be received in room 121 of the Umatilla County Courthouse by 4:00 p.m., May 20, 2026.

Public Bid Opening: 4:00 p.m., May 20, 2026

On Site Presentation (optional): One or more firms may be asked to make an in person presentation about their firm's qualifications to the Board of Commissioners.

Award of Contract: June 3, 2026

Proposals received after the date and hour specified above, will not be accepted under any circumstances and will be returned to the proposer unopened. Proposals must be submitted by mail or in person, proposals submitted by facsimile transmission will not be accepted.

7. Incurred Cost

Umatilla County will not be responsible for any cost incurred by prospective firms in preparing or submitting their proposals.

8. Evaluation Criteria

Awarding of a proposal will be based upon a qualifications-based selection procedure. The following evaluation criteria will be used to evaluate proposals. The evaluation criteria listed are not necessarily listed in order of importance.

- a. Qualifications, competence, and specific examples of past experience.
- b. Proposal that offers the highest quality of recreation experience to the public.
- c. Adequacy and completeness of the proposal with regard to the information provided. Specific activities that will be accomplished, the purpose and desired effect of the activities and a time line.
- d. Financial strength and stability.
- e. Ability to develop the facility.
- f. Ability to meet the requirements for a Ski Area Term Permit from the Umatilla National Forest to operate and maintain the facility.

9. Instructions to Proposers

a. General. Submit your proposal in a sealed envelope clearly marked on the envelope "Proposal for Spout Springs." Respondents must submit a complete and concise response to this RFP. Proposals must include a statement as to the period of time the proposal remains valid. All proposals received in response to this RFP will be retained by Umatilla County. Proposals should provide complete details concerning the proposers ability to meet the requirements of this RFP. Umatilla County reserves the right to waive informalities and minor irregularities in proposals, to reject any and all proposals, and to select the most responsive proposal that best meets the needs of the citizens of Umatilla County.

b. Proposals. All proposals shall be typed and comply in every manner with the requirements of this solicitation. Each proposal must be signed in ink. If the proposal is made by a firm or partnership, the name and address of the firm or partnership shall be shown, together with the names and addresses of the members. If the proposal is made by a corporation, it must be signed in the name of such corporation by a person that is authorized to bind the proposer and who shall also affix the corporate seal of such corporation. Proposals

must contain the name, title, address and telephone number of an individual or individuals with authority to bind the proposer(s) during the period of validity of the proposal. Advertising brochures and generic specifications that are included with a proposal will not be an alternative to specific response to the RFP requirements.

c. Withdrawal of Proposals. Proposals may be withdrawn, by written or telegraphic request received from the proposer, prior to the time fixed for opening. Negligence on the part of the proposer in preparing the proposal confers no right for the withdrawal of the proposal after it has been opened. The proposal will be irrevocable until such time as Umatilla County:

1. Specifically rejects the proposal or;
2. Awards a contract and said contract is properly executed.

Proposals must be valid for at least one-hundred-twenty (120) days. The proposer agrees to furnish the services as specified to Umatilla County at the prices and with the warranties/guarantees represented for that period.

d. Modifications. Any proposer may modify their proposal by registered communication at any time prior to the scheduled closing time for receipt of proposals, provided such communication is received prior to the closing time. The communication should not reveal the proposed price but should provide the addition or subtraction or other modification so that the final price or terms will not be known until the sealed proposal is opened.

e. Acceptance or Rejection of Proposals. Umatilla County will accept the proposal which, in its estimation, will best serve the interests of Umatilla County, and reserves the right to award a contract that shall be best for the public good. Umatilla County reserves the right to accept or reject any or all proposals received as the result of this RFP, to negotiate with all qualified sources, and/or cancel all or part of this RFP at any time. Until such time as a contract is executed with the successful bidder, Umatilla County may cancel all or any part of this RFP. This RFP does not commit Umatilla County to pay any costs incurred in the preparation and submission of proposals. Without limiting the generality of the foregoing, any proposal which is late, incomplete, obscure, or irregular may be rejected; any proposal having erasures or corrections in the proposal may be rejected; any proposal accompanied with an insufficient or irregular proposal guarantee may be rejected. Any evidence of collusion between proposers may constitute a cause for rejection of any proposals so affected.

f. Interpretations. No oral interpretations shall be made to any proposer as to the meaning of any of the proposal documents. Every request for an interpretation shall be made in writing and addressed to the County Counsel. Any and all such interpretations and addenda will be sent to all prospective proposers. Failure of any proposer to receive any such addendum or interpretation shall not relieve such proposer from any obligation under its proposal as submitted. All addenda so issued shall become as much a part of this request for proposal document as if bound herein.

g. Nondiscrimination. The successful proposer agrees that in performing the work called for by this proposal and in securing and supplying materials, proposer will not discriminate against any person on the basis of race, color, religion, creed, political ideas, sex, age, marital status, physical or mental handicap, national origin, or ancestry unless the reasonable demands of employment are such that they cannot be met by a person with a particular physical or mental handicap.

h. Failure to Submit Offer. If no offer is to be submitted, do not return the RFP. Failure of the recipient to offer, or to notify the issuing office that future solicitations are desired, will not result in removal of the name of such recipient from the mailing list for the type of services covered by this solicitation.

i. Preparation of Proposals. Proposers are expected to examine the specifications, schedule, and all instructions.

The selected proposal shall be incorporated by reference, with modification as agreed to by Umatilla County, into the final contract and shall be binding upon the successful bidder. Proposers further agree to the following:

1. To examine all specifications and conditions thoroughly.
2. To comply with all Federal, State, and County laws, ordinances and rules.
3. To the extent allowed by law, to accept any claims, liens, and demands, and to indemnify and hold harmless Umatilla County.

j. Taxes. Taxes, whether State or Federal, shall not be included in proposal prices. Umatilla County is generally exempted from federal taxes, specifically, but not limited to excise and transportation taxes.

k. Employees not to Benefit. No employee or elected official of Umatilla County shall be admitted to any share or part of these proposals or to any benefit that may arise therefrom; but this provision shall not be construed to extend to proposals made by a corporation for its general benefit.

10. Evaluation of Proposals

An evaluation team will judge the merit of proposals received in accordance with the general criteria specified in this RFP. This evaluation team will make a recommendation to the Board of Commissioners, who will then make the final decision.

11. Protests

Any protests under this request for proposals shall follow the protest procedures set forth in OAR Division 137-48.

12. Oregon Public Contracts

All contracts with Umatilla County are governed by Oregon public contract and purchasing law as specified in Oregon Revised Statutes Chapter 279C for Related Services.