City of Lawton
REQUEST FOR PROPOSALS

MAIL SEALED PROPOSALS TO: City Clerk City of Lawton 212 SW 9th Street Lawton, OK 73501		DIRECT INQUIRIES REGARDING FORMS: deaven.newell@lawtonok.gov ACCEPTING ELECTRONIC BIDS ON: www.bidnetdirect.com/oklahoma/cityoflawton
Date Proposal Typed: August 12, 2024	**Date(s) Advertised:** August 15, 2024	**No Proposals Received After:** September 25, 2024 **2:00 P.M.**
Proposal Number and Title: RFPCL25-004 Management and Operations of Ralph's Resort **Requirements-type Proposal:** ☒ yes ☐ no		**Proposal valid until:**
Bid Openings are held at Lawton City Hall 2nd Floor Conference Room 212 SW 9th Street Lawton, OK 73501 @ 2:00 pm		
Vendor Name and Point of Contact: Ralph's Family Resort LLC David McCall 580-695-5911		**Reason for No Proposal:**
Mailing Address: P.O. Box 922		
City: Lawton **State:** OK **Zip:** 73502		**Delivery:** In person
Area Code and Phone Number: 580-695-5911		**Email Address:** mccall1523@yahoo.com
Federal Employer Identification Number or Social Security Number TBD		

THIS PROPOSAL INVALID IF NOT SIGNED AND NOTARIZED

AFFIDAVIT:

STATE OF Oklahoma **COUNTY OF** Comanche, of lawful age, being first duly sworn, on oath says that:

1. Affiant is the duly authorized agent of the bidder/vendor and/or contractor submitting the competitive bid and executing the contract which is attached to this statement, and that as such agent Affiant has the authority to bind the bidder/vendor, whether an individual, partnership, or corporation, for the purpose of negotiating and entering into said agreement, and for certifying the facts pertaining to the existence of collusion among bidders and between bidders and City officials or employees, as well as facts pertaining to the giving or offering of things of value to government personnel in return for special consideration in the letting of any contract pursuant to the bid to which this statement is attached; 2. Affiant is fully aware of the facts and circumstances surrounding the making of the bid and/or the procurement of the contract to which this statement is attached and has been personally and directly involved in the proceedings leading to the submission of such bids; 3. Neither the bidder/vendor nor anyone subject to the bidder/vendor's direction or control has been a party: a. to any collusion among bidders in restraint of freedom of competition by agreement to bid at a fixed price or to refrain from bidding, b. to any collusion with any municipal official or employee as to quantity, quality or price in the prospective contract, or as to any other terms of such prospective contract, c. in any discussions between bidders and any municipal official concerning exchange of money or other thing of value for special consideration in the letting of a contract, nor d. to paying, giving or donating or agreeing to pay, give or donate to any officer or employee of the City of Lawton, any money or other thing of value, either directly or indirectly, in procuring the contract to which his statement is attached. 4. Affiant further agrees to be held personally liable in the event that Affiant has misrepresented the scope or extend of Affiant's authority to bind the bidder herein, and to indemnify and hold harmless the City of Lawton its departments, boards, commissions, agencies, institutions, and all employees of the aforementioned from all damages based upon such misrepresentation, including but not limited to all costs and attorney fees incurred, in addition to any other remedies available by law.

SIGNATURE OF AUTHORIZED AGENT

David McCall
PRINT/TYPE NAME/TITLE

Firm: Ralph's Family Resort LLC

Address: PO Box 922
Lawton OK 73502
(City, State, Zip)

Phone: 580-695-5911

Subscribed & sworn before me this 20 day of Sept, 20 24.

Sharla McCall
Notary Public

My Commission expires:

SHARLA MCCALL
Notary Public, State of Oklahoma
Commission #02020497
My Commission Expires 01/03/2027

FORM REVISED 2/14/22

Bid Form

Management and Operation of Ralph's Resort to include

located at Lake Ellsworth

Company Name: Ralph's Family Resort LLC

Company Representative: David McCall

Company Address: PO Box 922
Lawton OK 73502

Company Phone: 580-695-4451

Total Amount of Proposal: $_____

Attach proposal, business plan, business resume, and certificates/licenses per RFP

CITY OF LAWTON
212 SW 9th Street
Lawton, Oklahoma 73501
(580) 581-3500

CONTRACTOR'S CERTIFICATE OF COMPLIANCE WITH NON-DISCRIMINATION PROVISIONS OF THE CONTRACT

In accordance with the provisions of this Contract relating to non-discrimination, it is hereby certified that I/we have complied with the provisions of Section 10-1-112 of the Code of Ordinances of the City of Lawton in the performance of any work in connection with this Contract.

RFPCL25-004
Contract Number

Ralph's Family Resort LLC
Name of Contractor (Print)

9/20/24
Date

Signature, Member of Firm or Officer of Corporation

Managor/ Member
Title

Proposal for management and improvement of Ralph's Resort which includes:

- Convenience store/Cafe
- Dry storage stalls
- 21 permanent camping spots (including double-wide trailer home and surrounding land)
- 7 boathouse slips
- Wet boat slips
- Enclosed fishing arena
- Covered fishing arena
- Wayne Gilley pavilion

Lease Proposal

Year 1-5, we propose a continuation of the former concessionaires lease.
That is $1000 a year and 2% of all gross revenue received. The 2% does not include gas sales if/when gas is added.

Year 6, we want a continuation for 20 years with these terms: the annual lease will increase to $5000 for year 6, with an increase of $1000 per year for the remaining length of the lease, not to exceed $20,000 per year. The 2% of gross revenue will remain through year 9, then it will increase to 5% beginning in year 10. Gas sales will still be excluded from the percentage of gross revenue.

In the beginning we will have substantial building expenses and interest payments. Around year 10, some of the things built in the beginning will start getting paid off, so that will allow for the increase in payments to the City of Lawton.
At the end of the 25 year lease, the City will not be liable for paying for the improvements made during the time of the lease to Ralph's Family Resort LLC. All improvements will become owned by the City of Lawton. If at this time we want to extend the lease, we would like to do so in 5 year increments if agreeable to both parties. If the lease is terminated by the City before 25 years - we would expect compensation for improvements based on current appraisals at that time.

We request a review every 5 years during the length of the lease, that may allow us to negotiate terms for the use of more areas and facilities, including land and water, for expansion of Ralph's Family Resort.

Financial proposals

The City of Lawton has allocated $70,000 for roof repair at Ralph's store and $160,000 for construction of new dry stall storage. We would like for that $230,000 to be spent on either:

A) Repair and update the original store to current codes for use as a general store and cafe, including electrical, HVAC, plumbing, and addition of an ADA bathroom, or
B) Remodel the Wayne Gilley Pavilion to become the new general store and cafe up to current codes.

One of these two options is necessary to facilitate the business of Ralph's Family Resort.

We also need the City to cover the cost of demolition and removal of:

1. Damaged dry stall storage
2. Damaged and sinking 40 year old wet boat storage
3. Damaged and sinking indoor fishing arena

Estimates for the demolition and removal by Gill's is:

1. $10,800.00 Dry stall storage and concrete
2. $16,740.00 Wet boat storage
3. $ 2,860.00 Indoor fishing arena

We are bringing a $500,000 line of credit to fund new construction, secured by personal property and assets.

Planned Improvements

1. Build campground B (see map)
2. Dry stalls for boat and RV storage, storm shelter included
3. Replace fishing arena with new wet slip
4. Replace old wet slips with new wet slips
5. Remodel second structure to allow general store and cafe to each have their own building

Improvements are listed in order of desired completion, but may change due to deterioration or damages from mother nature affecting their safety and usability.

Business Plan - Improvements/Operations

Year one
Shore up roof of store to prevent collapse
Remove roof of wet boat slips to mitigate weight, snow load, and damage from storms
Tear down existing storm damaged dry stalls
Remove all debris left from old boathouses
Cut overburden trees, grass and weeds
Remove dead and dying trees, grind stumps, plant suitable replacement trees
Replace old signs and add new signs

Year one priority - make resort as safe and appealing as possible for the public

Year two
Hopefully start operating new store and cafe (dependant on City of Lawton repair timeline)
Start construction on Campground B

> I have spoken with Sue at Rural Water District 2, and she said there is a 2-inch supply line, so it will support the 2 water meters needed for the addition of 20 new camping spots. I also spoke with Jeff from DEQ and he said the existing sewer lagoon is huge and more than capable of handling additional spots. Blake French from Lawton Septic tank also informed me that the tank at the current lift station can be expanded if needed for the additional spots and new store/cafe.

Year 3-4
Build dry boat/RV storage, if wet boat slips are still holding on

Year 5
Build new wet boat slips (or possibly dry storage, depending on which one needs attention first)
Remodel second building for cafe

Business Plan - Financial

Campground A (north campground) - we intend to increase the rates gradually to match rates at School House Slough by year 5

Campground B (south campground) - Build and rent according to current rate schedule at School House Slough

Wet boat slips will change from annual to daily, weekly, or monthly rental (reason for change is because the wet slips are so unstable, we could lose it at any time, and it will be unavailable during demolition and reconstruction). Rates will be seasonal, cheaper during the winter and more expensive during spring and summer.

Build 2 new wet boat slips, one for annual rental, and one for short term rental (daily/weekly), annual rentals will match rates at School House Slough

Enclosed fishing arena will maintain current rate of $5 per day per person until it is removed or is no longer safe

Covered fishing arena will maintain current rate of $5 per day per person

Increase rates for boat houses to match rates at Lake Lawtonka over 5 years

Build dry stall boat/RV storage and rent according to rate schedule at School House Slough

No profit is expected from the store and cafe due to operating costs and lack of customer traffic. They would have to bring in about $1000/day each just to break even. We plan to help offset costs by rental of boats and golf carts, and a laundry facility.

We are currently seeking a $500,000 line of credit on properties that we own to help pay for these projects.

Reasons for consideration

For the last 10 years, my family and I have started and turned around several retail stores. We have owned thrift, liquor and convenience stores (Bubba's at Lake Lawtonka). We have also built and maintained a mini-storage and RV storage facility. We have several pieces of equipment needed for maintenance of property which includes: commercial lawn mowers, Kubota 25 HP tractor, dump trailer, flatbed trailers, and several heavy Duty pickup-trucks.

Our entire family, me, my wife, and both of our sons were born and raised in Comanche County. I moved from 1807 Taft in Lawton, to 250 NE Pine in Lakeside Village in 1987 when I was 14 years old. This move had such a good impact on my life. I spent many hours a day at Ralph's Resort making lifelong friends and memories. I fished, boated, rode my motorcycle, and also worked hard. I helped work on the docks and arenas, we tore out the old ones and put in new ones (the ones there currently). I also ate hamburgers at the cafe, sitting at a booth overlooking the lake. Since then, I have watched a beautiful lake and its facilities run down to the point they need to be hauled away as trash. I wish I could say it's just Ralph's Resort, but it's all the areas around the lake too, which includes: Lakeside Village, Edgewater Park, Lake Ellsworth Subdivision and the complete disappearance of Fisherman's Cove. Now I see a chance to rebuild the lake and its surrounding communities. The City of Lawton has started by making improvements to Collier's Landing, and building a nice new handicap accessible boat ramp and dock at Ralph's Resort. We would like to continue this progress by improving Ralph's Resort even further. We feel like elevating the appearance of the lake and its facilities will inspire the surrounding communities to do better.

My wife and I got married in 1992, and moved back to Lakeside Village in 1993. Our first son was born in 1997 and our second son was born in 2008, and were both raised by the lake. They have never gotten to experience the lake as I did. There were never enough wet slips so that we could keep our boat on the lake and the cafe closed in the early 90's. They did get to ride bikes and motorcycles and go fishing though. Now I hope to give them the chance to work on the docks and eat at the cafe. I hope they and their children will create lifelong memories and friends as I did.

We currently live in Green Meadow Acres which is less than ½ mile from Ralph's. We pass through there daily on the way to our business in Elgin. Our oldest son, Kyle, owns a house in Edgewater Park which is about 3 miles from Ralph's Resort. We are in close proximity without having to live on site.

There is not another concessionaire that you could consider that is better suited to handle the challenges that rebuilding and maintaining Ralph's Resort will bring. No one else can bring the hard work, vision, planning and basic give-a-crap attitude that we can. The new name represents family. The new name will be Ralph's ***Family*** Resort with emphasis on family.

Currently the store does not sell beer or wine…we plan on keeping that tradition going. Even though we own liquor stores, we will not sell beer, wine, or any products that contain alcohol. The goal is to keep a fun, safe, sober environment for families to come and enjoy the lake. It was said during a newscast that the Perry family had provided a long time service for the community, and the McCalls intend to look at it the same way - we are here to serve the community. We are not seeking this opportunity as a means to enrich our family financially, we own businesses for that. We are looking to improve this lake and Ralph's Resort for the whole community to enjoy along with us.

David McCall

1990 Graduated Elgin High School

1988 Ralph's Resort
Helped demo and remove old fishing arenas

1988-89 Retired Service Personnel Club
Learned to prepare and cook food

1990-91 Herb's Food Stores
Stocking and cashier

1991 Automotive Parts
Worked 3 months and learned how NOT to treat employees

1991-1992 Ford Roofing
Learned how to operate forklifts, dump trucks, and lay clay tile roofing

1993 RCC Construction Company
Helped build Lake Elmer Thomas Dam

1993 Pavers Construction Company
Road construction, learned to operate heavy equipment, then transferred to Mechanic shop

1994-1996 Atlas Carriers
Loaded tires for shipment at Goodyear

1997-2000 Gordon Plumbing
Started with learning general plumbing duties, then learned how to deal with Sales reps and order products in the warehouse

1999-2008 Custom Connection Body Shop (owner)
Custom paint and body work
Collision and general auto repair

2002-2003 Pizza Factor Restaurant (owner/operator)

2005 Stor-Away storage (Geronimo)

Helped a family member design and have facility built, and I have maintained it since then

2008-2016 Competitive Car Sales (owner/operator)

2015-present Bootleggers Liquor Stores (owner/operator)

My family and I opened our first store in 2015 and have since grown to 5 stores In the Comanche County area. We have 3 more locations acquired for future Stores.

2022-2024 Bubbas Gas Station (Lake Lawtonka) (owner/operator)

Purchased the store on the brink of closure/failure and turned it into a very successful store that serves Lake Lawtonka

Skills

Mechanically inclined
Like to build things
Goal oriented
Problem solver
Good people skills
Driven with a sense of fair play
Very family oriented

Sharla McCall

1990 Graduated from Geronimo High School

1989-1991 McDonalds, HE Bailey Turnpike - Walters
Shift manager, cashier, cook

1991-1995 Herb's Foods/Buy For Less
Started out as cashier, then promoted to office
Counted and balanced tills and made deposits
Front-end manager
Video Office Assistant Manager

1995-1998 P-A Chevrolet, Title clerk
Prepare contracts for funding
Fill out customer titles

1998-2001 BancFirst Cache Road, Credit File Clerk
Maintaining loan files
Releasing collateral on paid loans
Teller after department merger and job eliminated

2001-2004 Billingsley Ford, Title clerk
Prepare contracts for funding
Fill out customer titles

2004-2006 Custom Connection
Helped with daily operations

2006-2011 BancFirst Downtown, Credit File Clerk
Maintaining loan files
Releasing collateral on paid loans

2011-2014 It's Worth Repeating thrift store (Owner)
Bought and sold used merchandise

2015 Bootleggers Liquor Store (Owner)
Built, opened and maintain retail liquor store

2017 Bootleggers Liquor Boutique (Owner)
Built, opened and maintain retail liquor store

2018 Bootleggers Liquor Company
Help with business administration of retail liquor store owned by son

2022 - 2024 Bubba's Gas Station (Lake Lawtonka)
Managed daily operations, ordering product, business administration

2024 Bootleggers Liquor Company 2
Help with business administration of retail liquor store owned by son

Skills

Hard worker
Problem solver
Office management
Business Administration
Systems and procedures

Kyle McCall

2014 Graduated Elgin High School

Graduated one year early at the age of 16

Completed 2 year automotive repair class at Great Plains Tech Center

2008-2016

At age 11 began helping dad at car lot with cleaning, detailing, and minor repair of vehicles. After graduation in 2014, continued with major repairs and transport of used vehicles

2011-2014 It Worth Repeating Thrift Store

Cleaned out storage units and sorted items for sale or trash

Minor furniture repair and assembly

2015 Bootleggers Liquor Store

Helped build shelving, counters, and displays for new store

Helped stock and prepare to open store

2017 Bootleggers Liquor Boutique

Demo bullet proof walls and build out retail space for store

Helped stock and prepare to open store

2018 Bootleggers Liquor Company

Built and opened his own liquor store in Elgin

2022-2024 Bubba's Gas Station (Lake Lawtonka)

Repaired and maintained building and equipment

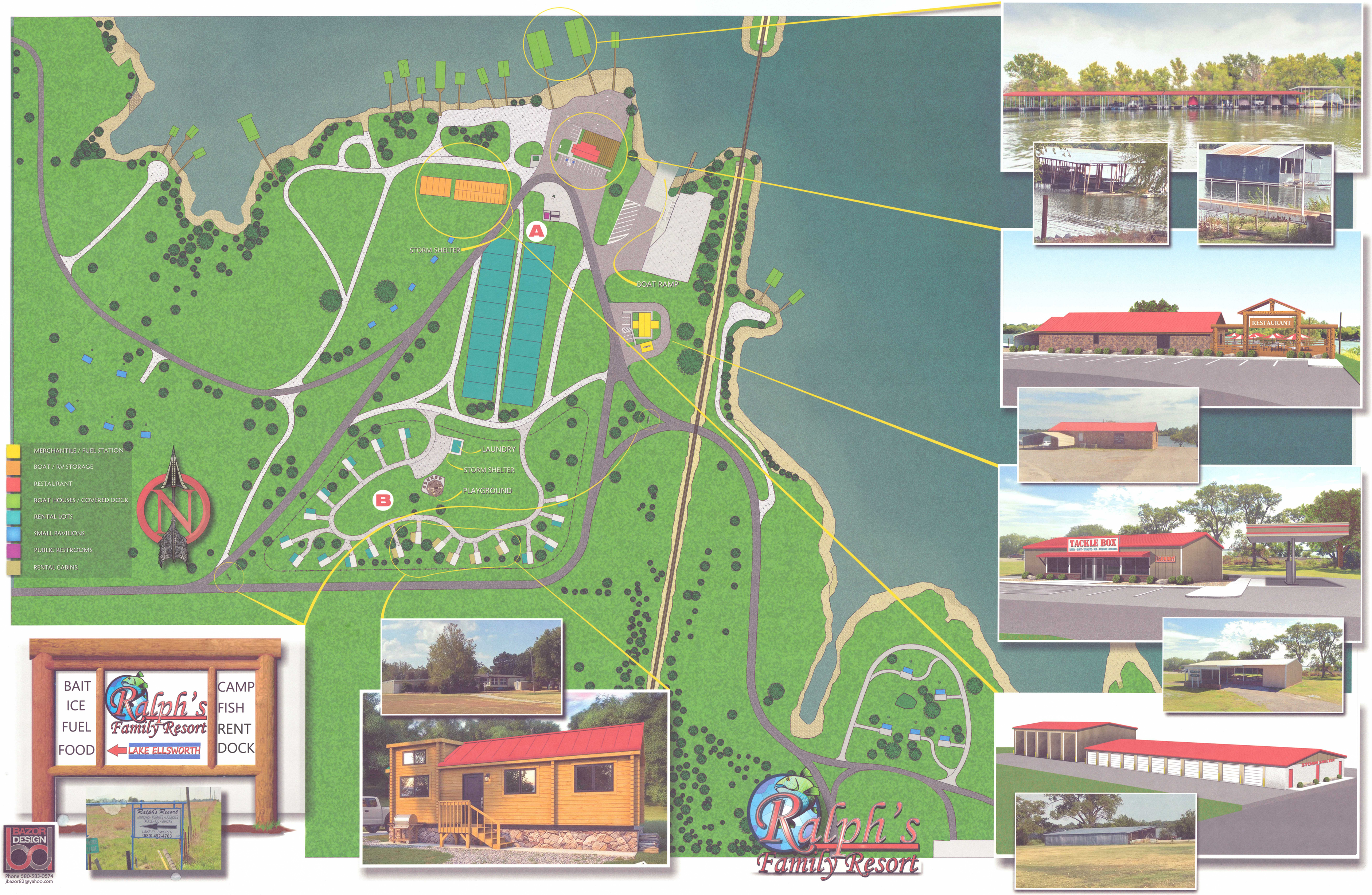
Helped with product ordering and placement

2024 Bootlegger Liquor Company 2

Built and opened his second location in Cache

Skills

Mechanically inclined
Hard worker
Teamwork
Problem solving
Welding experience
Minor electrical work
Minor plumbing experience


STORM SHELTER
A
BOAT RAMP
LAUNDRY
STORM SHELTER
PLAYGROUND
B
MERCHANTILE / FUEL STATION
BOAT / RV STORAGE
RESTAURANT
BOAT HOUSES / COVERED DOCK
RENTAL LOTS
SMALL PAVILIONS
PUBLIC RESTROOMS
RENTAL CABINS
N
RESTAURANT
TACKLE BOX
LAUNDRY
BAIT
ICE
FUEL
FOOD
Ralph's
Family Resort
LAKE ELLSWORTH
CAMP
FISH
RENT
DOCK
Ralph's Resort
MINNOWS · PERMITS · LICENSES
TACKLE · ICE · SNACKS
LAKE ELLSWORTH
(580) 492-4763
BAZOR DESIGN
Phone 580-583-0574
jbazor82@yahoo.com
Ralph's
Family Resort

City of Lawton
REQUEST FOR PROPOSALS

MAIL SEALED PROPOSALS TO: City Clerk City of Lawton 212 SW 9th Street Lawton, OK 73501	DIRECT INQUIRIES REGARDING FORMS: deaven.newell@lawtonok.gov ACCEPTING ELECTRONIC BIDS ON: www.bidnetdirect.com/oklahoma/cityoflawton
Date Proposal Typed: August 12, 2024 / **Date(s) Advertised:** August 15, 2024	**No Proposals Received After:** September 25, 2024 **2:00 P.M.**
Proposal Number and Title: RFPCL25-004 Management and Operations of Ralph's Resort **Requirements-type Proposal:** ☒ yes ☐ no	**Proposal valid until:** Accepted or Rejected by the City of Lawton
Bid Openings are held at Lawton City Hall 2nd Floor Conference Room 212 SW 9th Street Lawton, OK 73501 @ 2:00 pm	
Vendor Name and Point of Contact: Chris Bartlett	**Reason for No Proposal:**
Mailing Address: 133 NE Resort Circle	
City: Elgin **State:** OK **Zip:** 73538	**Delivery:**
Area Code and Phone Number: 405-833-7768	**Email Address:** CWB405@Gmail.Com
Federal Employer Identification Number or Social Security Number 446-92-6549	

THIS PROPOSAL INVALID IF NOT SIGNED AND NOTARIZED

AFFIDAVIT:

STATE OF Oklahoma **COUNTY OF** Comanche, of lawful age, being first duly sworn, on oath says that:

1. Affiant is the duly authorized agent of the bidder/vendor and/or contractor submitting the competitive bid and executing the contract which is attached to this statement, and that as such agent Affiant has the authority to bind the bidder/vendor, whether an individual, partnership, or corporation, for the purpose of negotiating and entering into said agreement, and for certifying the facts pertaining to the existence of collusion among bidders and between bidders and City officials or employees, as well as facts pertaining to the giving or offering of things of value to government personnel in return for special consideration in the letting of any contract pursuant to the bid to which this statement is attached; 2. Affiant is fully aware of the facts and circumstances surrounding the making of the bid and/or the procurement of the contract to which this statement is attached and has been personally and directly involved in the proceedings leading to the submission of such bids; 3. Neither the bidder/vendor nor anyone subject to the bidder/vendor's direction or control has been a party: a. to any collusion among bidders in restraint of freedom of competition by agreement to bid at a fixed price or to refrain from bidding, b. to any collusion with any municipal official or employee as to quantity, quality or price in the prospective contract, or as to any other terms of such prospective contract, c. in any discussions between bidders and any municipal official concerning exchange of money or other thing of value for special consideration in the letting of a contract, nor d. to paying, giving or donating or agreeing to pay, give or donate to any officer or employee of the City of Lawton, any money or other thing of value, either directly or indirectly, in procuring the contract to which his statement is attached. 4. Affiant further agrees to be held personally liable in the event that Affiant has misrepresented the scope or extend of Affiant's authority to bind the bidder herein, and to indemnify and hold harmless the City of Lawton its departments, boards, commissions, agencies, institutions, and all employees of the aforementioned from all damages based upon such misrepresentation, including but not limited to all costs and attorney fees incurred, in addition to any other remedies available by law.

SIGNATURE OF AUTHORIZED AGENT

Chris Bartlett
PRINT/TYPE NAME/TITLE

Firm: _____

Address: 133 NE Resort Circle
Elgin, OK 73534
(City, State, Zip)

Phone: 405-833-7768

Subscribed & sworn before me this 24 day of September, 20 24.

Jana R. Pamplin
Notary Public

My Commission expires: 1.13.2026

NOTARY PUBLIC State of Okla.
JANA R. PAMPLIN
Comm. # 06000585
Expires 1.13.2026

FORM REVISED 2/14/22

CITY OF LAWTON
212 SW 9th Street
Lawton, Oklahoma 73501
(580) 581-3500

CONTRACTOR'S CERTIFICATE OF COMPLIANCE WITH NON-DISCRIMINATION PROVISIONS OF THE CONTRACT

In accordance with the provisions of this Contract relating to non-discrimination, it is hereby certified that I/we have complied with the provisions of Section 10-1-112 of the Code of Ordinances of the City of Lawton in the performance of any work in connection with this Contract.

RFPCL 25-004
Contract Number

Chris Bartlett
Name of Contractor (Print)

9-24-24
Date

Signature, Member of Firm or Officer of Corporation

Title

Bid Form

Management and Operation of Ralph's Resort to include

located at Lake Ellsworth

Company Name: _____

Company Representative: Chris Bartlett

Company Address: 133 NE Resort Circle
Elgin, OK 73538

Company Phone: 405-833-7768

Total Amount of Proposal: $ 1,500/yr + 3% of Sales

Attach proposal, business plan, business resume, and certificates/licenses per RFP

CHRIS W. BARTLETT, JR.

133 NE Resort Circle
Elgin, OK 73538
405 – 833 – 7768
cwb405@gmail.com

SUMMARY

I wish to acquire this contract, where I can utilize my customer service, sales and technical background to grow Ralph's Resort into a premier retail store for sportsmen and lake-goers.

COMPUTER SKILLS

Proficient in Microsoft Word, Excel, Power Point, Outlook, QuickBooks, ProCore, Adobe Illustrator and Photoshop.

WORK EXPERIENCE

January 2023 to Present
Larrance Steel
102 SE B Ave, Lawton, OK 73501
Structural Steel Estimator

As an Estimator, I am responsible for seeking construction projects to bid on, reading construction plans and extracting data to calculate the total cost.

January 2016 to Present
Ralph's Resort
Elgin, OK

I hold a unique role in the company by being the step-son of the owner, Steve Perry. I fill in to run the sales counter when needed. I am responsible for all things security and technical, i.e. security systems, internet, Information Technology, etc. I also assist with grounds maintenance, mowing, dock repairs, fishing tournaments, tenant events and other needs as they arise.

March 2019 – January 2023
Chiefs Smokin' Icehouse
Lawton, OK
Technical and Systems Manager

I held a multi-faceted role in the company that operated several fast-paced entities.
Of which I provided technical support and worked with our Vendors to create streamlined processes for each of the 4 Chiefs Smokin' Icehouse convenience stores.

July 2016 to March 2019
Farmers Insurance – Chris Bartlett Agency
101 South Broadway, Tecumseh, OK 74873
Owner/Agent

As a self-employed Agent, I am responsible for the day-to-day operations and sales, to maintain the profitability of my agency. Responsibilities include, Daily reports, Marketing, Accounts payable & receivable, payroll, customer service and client account maintenance.

October 2008 to January 2016
Pilot Thomas Logistics
4005 NW Expressway, OKC, OK 73116
AMP Technical Services Manager

Supervising 8 to 10 employees daily, Record keeping in the form of employee safety records and safety training, customer oil analysis reports to maintain compliance with the EPA, employee smart drive software and video to ensure safe driving, and employee weekly progress reports to monitor workflow. Also, managed employee DOT compliance and regulations as well as assisted customers in developing and maintaining their own oil analysis and asset management programs.

VOLUNTEER EXPERIENCE

2002 – Present	Oklahoma Freemason – India 551 Lodge
2003 – Present	Scottish Rite Masons of Oklahoma – Guthrie Chapter
2003 – Present	Shriners International – India Shrine
2019 – Present	Co-Founder/Director – DND Charities, Inc.

EDUCATION

Oklahoma State University
Oklahoma City Campus
Major: Fire Science
Not Graduated

Mustang High School
Graduated: May 1996

PERSONAL REFERENCES

Dustin Underwood – 405.441.9105
Operations Manager – Texas Fueling Services, Oklahoma Division

Matt Beamesderfer – 580.678.1013
Owner – Beames Electric

Corey Freeman – 580.695.1988

BUSINESS PLAN

Attention:
City of Lawton
City Clerk's Office
212 SW 9th Street
Lawton, OK 73501

Ralph's Resort

263 NE Resort Rd, Elgin, OK 73538, USA

Prepared by
Chris W. Bartlett, Jr

September 24, 2024

Executive Summary

The Company

Ralph's Resort is a small family business that sells bait, tackle, and snacks. We will also manage 21 rental sites, 2 fishing docks and 1 boat slip dock.

The Ownership

The Company will be structured as a limited liability company (L.L.C.).

The Management

The Company will be managed by Chris W Bartlett, Jr.

The Goals and Objectives

Ralph's Resort aims to accomplish the following goals and objectives: to add more items in the product line, such as custom fishing rods, a better selection of bait and tackle; Make store improvements to include a restroom, food and gas; and to realize annual growth of approximately 35% after two years and approximately 15% every year thereafter.

The Products and Services

Ralph's Resort has an extensive product line of bait, tackle, snack and miscellaneous marine items. As well as RV rental sites, wet slips, and pay-by-the-day fishing docks.

The Target Market

The Company 's target market has the following characteristics:

- Other: Adventurers, Boat Owners, Fishermen, Hunters, Families.

Pricing Strategy

The Company will use an economy pricing strategy.

Business Plan - Ralph's Resort

The Company

Business Sector

The Member would like to start a business in the retail sector.

Company Background

Ralph's Resort is a small family business that sells bait, tackle, and snacks. We will also manage 21 rental sites, 2 fishing docks and 1 boat slip dock.

Company Goals and Objectives

Ralph's Resort aims to accomplish the following goals and objectives: to add more items in the product line, such as custom fishing rods, a better selection of bait and tackle; Make store improvements to include a restroom, food and gas; and to realize annual growth of approximately 35% after two years and approximately 15% every year thereafter.

Company Ownership Structure

The Company will be structured as a limited liability company (L.L.C.).

Ownership Background

- Member: Chris W Bartlett, Jr

  Experience and training: Chris Bartlett is the Grandson of John S. Perry, who assumed the Ralph's Resort lease from the City of Lawton in 1979. Chris has grown up in the business and on the lake. He continues to be involved in his family's business to this day.

Company Management Structure

The Company will be managed by Chris W Bartlett, Jr.

The Products and Services

The Products and Services

Ralph's Resort has an extensive product line of bait, tackle, snack and miscellaneous marine items. As well as RV rental sites, wet slips, and pay-by-the-day fishing docks.

Future Products and Services

Ralph's Resort aims to expand its product line with custom made fishing rods, bait and tackle to target the anglers currently competing it tournaments on Lake Ellsworth, as well as adding kayak, canoe and camping gear.

Marketing Plan

The Target Market

The Company 's target market has the following characteristics:

- Other: Adventurers, Boat Owners, Fishermen, Hunters, Families.

Location Analysis

Ralph's Resort is located just feet away from the shore of Lake Ellsworth and boat ramp.

Pricing

The Company will use an economy pricing strategy.

Advertising

The Company will promote the business through:

- Online channels (website, Google ads, etc.);
- Email marketing (newsletters, brand story, etc.);
- Social media; and
- Print (magazines, flyers, etc.).

Operations

Staffing

The Company will employ one full-time employee in the initial startup phase with future growth to provide employment opportunites for the community.

9-24-2024

City of Lawton

City Clerk's Office

212 SW 9th Street

Lawton, OK 73501

RE: Request receipt Bid Results and Award of Contract

To whom it may concern,

I, Chris W. Bartlett, Jr, respectfully request the emailed receipt of the Bid results and contract award for RFPCL25-004, to email address cwb405@gmail.com.

Best Regards,

Chris W. Bartlett, Jr.

City of Lawton
REQUEST FOR PROPOSALS

MAIL SEALED PROPOSALS TO: City Clerk City of Lawton 212 SW 9th Street Lawton, OK 73501	DIRECT INQUIRIES REGARDING FORMS: deaven.newell@lawtonok.gov ACCEPTING ELECTRONIC BIDS ON: www.bidnetdirect.com/oklahoma/cityoflawton
Date Proposal Typed: August 12, 2024 / **Date(s) Advertised:** August 15, 2024	**No Proposals Received After:** September 25, 2024 **2:00 P.M.**
Proposal Number and Title: RFPCL25-004 Management and Operations of Ralph's Resort **Requirements-type Proposal:** ☒ yes ☐ no	**Proposal valid until:**
Bid Openings are held at Lawton City Hall 2nd Floor Conference Room 212 SW 9th Street Lawton, OK 73501 @ 2:00 pm	
Vendor Name and Point of Contact: Michael C Greer	**Reason for No Proposal:**
Mailing Address: Apache, OK 73006	
City: State: Zip: 580-353-9769	**Delivery:**
Area Code and Phone Number: 528-25-8813	**Email Address:** Michaelgreer1812@gmail.com
Federal Employer Identification Number or Social Security Number	

THIS PROPOSAL INVALID IF NOT SIGNED AND NOTARIZED

AFFIDAVIT:

STATE OF Oklahoma **COUNTY OF** Comanche, of lawful age, being first duly sworn, on oath says that:

1. Affiant is the duly authorized agent of the bidder/vendor and/or contractor submitting the competitive bid and executing the contract which is attached to this statement, and that as such agent Affiant has the authority to bind the bidder/vendor, whether an individual, partnership, or corporation, for the purpose of negotiating and entering into said agreement, and for certifying the facts pertaining to the existence of collusion among bidders and between bidders and City officials or employees, as well as facts pertaining to the giving or offering of things of value to government personnel in return for special consideration in the letting of any contract pursuant to the bid to which this statement is attached; 2. Affiant is fully aware of the facts and circumstances surrounding the making of the bid and/or the procurement of the contract to which this statement is attached and has been personally and directly involved in the proceedings leading to the submission of such bids; 3. Neither the bidder/vendor nor anyone subject to the bidder/vendor's direction or control has been a party: a. to any collusion among bidders in restraint of freedom of competition by agreement to bid at a fixed price or to refrain from bidding, b. to any collusion with any municipal official or employee as to quantity, quality or price in the prospective contract, or as to any other terms of such prospective contract, c. in any discussions between bidders and any municipal official concerning exchange of money or other thing of value for special consideration in the letting of a contract, nord. to paying, giving or donating or agreeing to pay, give or donate to any officer or employee of the City of Lawton, any money or other thing of value, either directly or indirectly, in procuring the contract to which his statement is attached. 4. Affiant further agrees to be held personally liable in the event that Affiant has misrepresented the scope or extend of Affiant's authority to bind the bidder herein, and to indemnify and hold harmless the City of Lawton its departments, boards, commissions, agencies, institutions, and all employees of the aforementioned from all damages based upon such misrepresentation, including but not limited to all costs and attorney fees incurred, in addition to any other remedies available by law.

SIGNATURE OF AUTHORIZED AGENT

Michael C Greer
PRINT/TYPE NAME/TITLE

Firm: _____

Address: _____

_____
(City, State, Zip)

Phone: _____

Subscribed & sworn before me this 17 day of September, 2024.

Notary Public

My Commission expires: 9-10-25

VANESSA SANCHEZ NOTARY # 21011973 EXP. 09/10/25 PUBLIC STATE OF OKLAHOMA

FORM REVISED 2/14/22

CITY OF LAWTON
212 SW 9th Street
Lawton, Oklahoma 73501
(580) 581-3500

CONTRACTOR'S CERTIFICATE OF COMPLIANCE WITH NON-DISCRIMINATION PROVISIONS OF THE CONTRACT

In accordance with the provisions of this Contract relating to non-discrimination, it is hereby certified that I/we have complied with the provisions of Section 10-1-112 of the Code of Ordinances of the City of Lawton in the performance of any work in connection with this Contract.

Contract Number

Michael C Greer
Name of Contractor (Print)

Date

Signature, Member of Firm or Officer of Corporation

Title

Bid Form

Management and Operation of Ralph's Resort to include

located at Lake Ellsworth

Company Name: M + H Consulting

Company Representative: Michael Greer

Company Address: 16568 NW. Allison Rd.
Apache, OK 73006

Company Phone: 580-353-9769

Total Amount of Proposal: $ 4,000.00 Annual + 5% of profit

Attach proposal, business plan, business resume, and certificates/licenses per RFP

Ralph's Resort

Overview:

My proposal is to lease Ralph's Resort For 1-5 yr term with the possibility of 3 consecutive 5 yr term to follow. I would like to take over Ralph's just the way it is and over the next several years incorporate various items and concessions to improve gross revenue. Outlined below are various items and concessions, as well as viable rental plans I plan to put into place immediately as funds are available.

Items to obtain:

1. Food Handlers License
2. Beer and Wine License
3. L.L.C.

Products for Sale:

1. Assorted Fishing Rods, Reels, Tackle, Live baits including Minnows & Worms
2. Hamburgers, Hot Dogs, and Various Grilled Sandwiches and Meats - (Via use of the existing vent hood and griddle.)
3. Chips, Snacks, Various Drinks, Candies, Ice Cream and Misc. on the go foods.
4. Assorted Beer and Wine Coolers
5. Everyday Necessities such as RV Essentials, Grilling Supplies, Cleaning Supplies, Dry Goods and Condiments.
6. Marine Batteries.

Items to Rent:

1. Battery Chargers for Boats and Vehicles.
2. Volleyball Nets and Balls.
3. Horseshoes and Stakes.
4. Cornhole Games.
5. Life Jackets.

Possible Additions I would like to incorporate over the next few years.

1. Erect a 92" screen to view pay per view movie and event on.

2. Install a covered drive through window.

3. Update Pavilion, Paint Seating Areas, Repair Doc Lighting, Install outside surround sound and Repair Picnic Areas.

4. Provide Boat rentals and Storage.

5. Update surrounding Ralph' Resort signage.

6. Possibly expand Ralph's Property to the west and add more RV Rental Slots.

Everything I,ve mentioned in this proposal will be at no expense to the city at any time. If awarded this lease for the first 5 yr. term I'm offering 4,000.00 a year and 5% of all profit after all Overhead has been squared away. If additional lease are awarded in the future pricing can be renegotiated.

Michael C Greer
16568 NW. Allison Rd.
Apache OK. 73006
580-353-9769.
Michaelgreer1812@Gmail.com

City of Lawton
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Proposal Number and Title: RFPCL25-004 Management and Operations of Ralph's Resort **Requirements-type Proposal:** ☒ yes ☐ no	**Proposal valid until:**
Bid Openings are held at Lawton City Hall 2nd Floor Conference Room 212 SW 9th Street Lawton, OK 73501 @ 2:00 pm	
Vendor Name and Point of Contact: Schoolhouse Slough Convenience Store	**Reason for No Proposal:**
Mailing Address: P.O. Box 878	
City: Cache **State:** OK **Zip:** 73527	**Delivery:**
Area Code and Phone Number: 580 917 3294	**Email Address:** schoolhouseslough@gmail.com
Federal Employer Identification Number or Social Security Number 99-1646748	

THIS PROPOSAL INVALID IF NOT SIGNED AND NOTARIZED

AFFIDAVIT:

STATE OF Oklahoma **COUNTY OF** Comanche, of lawful age, being first duly sworn, on oath says that:

1. Affiant is the duly authorized agent of the bidder/vendor and/or contractor submitting the competitive bid and executing the contract which is attached to this statement, and that as such agent Affiant has the authority to bind the bidder/vendor, whether an individual, partnership, or corporation, for the purpose of negotiating and entering into said agreement, and for certifying the facts pertaining to the existence of collusion among bidders and between bidders and City officials or employees, as well as facts pertaining to the giving or offering of things of value to government personnel in return for special consideration in the letting of any contract pursuant to the bid to which this statement is attached; 2. Affiant is fully aware of the facts and circumstances surrounding the making of the bid and/or the procurement of the contract to which this statement is attached and has been personally and directly involved in the proceedings leading to the submission of such bids; 3. Neither the bidder/vendor nor anyone subject to the bidder/vendor's direction or control has been a party: a. to any collusion among bidders in restraint of freedom of competition by agreement to bid at a fixed price or to refrain from bidding, b. to any collusion with any municipal official or employee as to quantity, quality or price in the prospective contract, or as to any other terms of such prospective contract, c. in any discussions between bidders and any municipal official concerning exchange of money or other thing of value for special consideration in the letting of a contract, nor d. to paying, giving or donating or agreeing to pay, give or donate to any officer or employee of the City of Lawton, any money or other thing of value, either directly or indirectly, in procuring the contract to which his statement is attached. 4. Affiant further agrees to be held personally liable in the event that Affiant has misrepresented the scope or extend of Affiant's authority to bind the bidder herein, and to indemnify and hold harmless the City of Lawton its departments, boards, commissions, agencies, institutions, and all employees of the aforementioned from all damages based upon such misrepresentation, including but not limited to all costs and attorney fees incurred, in addition to any other remedies available by law.

Juan J. Rodriguez
SIGNATURE OF AUTHORIZED AGENT

Firm: Schoolhouse Slough Convenience Store LLC

Juan J. Rodriguez Owner/Operator
PRINT/TYPE NAME/TITLE

Address: P.O. Box 878
Cache, OK 73527
(City, State, Zip)

Phone: 580 917 3294

Subscribed & sworn before me this 25th day of September, 2024.

Sarah Nunley
Notary Public

My Commission expires: 4-14-27

SARAH NUNLEY NOTARY PUBLIC # 11003436 EXP. 04/14/27 STATE OF OKLAHOMA

[AFFIX SEAL]

FORM REVISED 2/14/22

AFFIDAVIT FOR PAYMENTS IN EXCESS OF $25,000.00
CITY OF LAWTON, STATE OF OKLAHOMA

STATE OF Oklahoma

SS

COUNTY OF Comanche

The undersigned (architect, contractor, supplier or engineer), of lawful age, being first duly sworn, on oath says that this contract is true and correct. Affiant further states that the (work, services or materials) will be (completed or supplied) in accordance with the plans, specifications, orders or requests furnished the affiant. Affiant further states that (s) he has made no payment directly or indirectly to any elected official, officer or employee of the City of Lawton, any county or local subdivision of the state, of money or any other thing of value to obtain or procure the contract or purchase order.

SARAH NUNLEY NOTARY # 11003436 EXP. 04/14/27 PUBLIC STATE OF OKLAHOMA

Schoolhouse Slough Convenience Store LLC
Business Name / Contractor Name

Signed

Print : Juan J. Rodriguez

Attested to before me this 25th day of September 2024.

Notary Public

My Commission Expires 4-14 2027.

NOTE: Copy of this Affidavit must be attached to any invoice submitted by an architect, contractor, or engineer or supplier for work, services, or materials completed or supplied under the terms of the contract or contracts in excess of $25,000.00.

CITY OF LAWTON
212 SW 9th Street
Lawton, Oklahoma 73501
(580) 581-3500

CONTRACTOR'S CERTIFICATE OF COMPLIANCE WITH NON-DISCRIMINATION PROVISIONS OF THE CONTRACT

In accordance with the provisions of this Contract relating to non-discrimination, it is hereby certified that I/we have complied with the provisions of Section 10-1-112 of the Code of Ordinances of the City of Lawton in the performance of any work in connection with this Contract.

RFP CL25-004
Contract Number

Schoolhouse Slough Convenience Store LLC
Name of Contractor (Print)

09/25/2024
Date

Juan A Rodriguez
Signature, Member of Firm or Officer of Corporation

Owner / Operator
Title

Bid Form

Management and Operation of Ralph's Resort to include

located at Lake Ellsworth

Company Name: Schoolhouse Slough Convenience Store LLC

Company Representative: Juan J. Rodriguez

Company Address: P.O. Box 878
Cache, OK 73527

Company Phone: Bus 580 529-2663 Cel (580) 917-3294

Total Amount of Proposal: $ 5% after the First $75,000.00 collected From Gross Sales and Lease Payments received

Attach proposal, business plan, business resume, and certificates/licenses per RFP

I Currently have the Lease for Schoolhouse Slough Convenience Store I hold ABLE License for the store and personal License.

5 Year Plan

year 1
- Acquire control of all current leases
- Acquire control of Temporary campsites @ Ralph's Resort (currently #s 9-A)
- Install water Lines for Temporary Sites

year 2
- Start providing common convenience store Food options

year 3
- Submit Plan to the City of Lawton to build more boat stalls potentially w/ Longer Lease.

year 4 Repair/Refloat current wet slips

year 5 Repair/Improve Fishing Marinas.