



*Los Angeles World Airports*

**NOTICE INVITING PROPOSALS**  
**FOR THE RESTORATION, OPERATION, AND MAINTENANCE OF**  
**THE WESTCHESTER GOLF COURSE**  
**AT**  
**LOS ANGELES INTERNATIONAL AIRPORT**

The City of Los Angeles ("City"), Department of Airports, also known as Los Angeles World Airports ("LAWA"), is seeking competitive Proposals for the restoration, operation and maintenance of the Westchester Golf Course at Los Angeles International Airport ("LAX").

The site is located at 6990 West Manchester Avenue in the Westchester community of Los Angeles, California. Currently, on a land area of approximately 60 acres, the site contains a 15-hole golf course, driving range and clubhouse and associated infrastructure for its current use. All the current improvements will be included for use as part of the proposal. Part of the proposal will also include an additional 23 acres, east of the existing southerly portion of the eastern existing golf course boundary. This additional 23 acres will be available for the immediate restoration of 3 holes to the golf course. It is important to note that LAWA is in the process of obtaining City and Federal approvals to permit this restoration development (including the preparation of CEQA and NEPA documentation).

The successful Proposer must have demonstrated success, skill and experience in developing, operating and maintaining 18-hole government owned golf courses in the United States. This Request for Proposals ("RFP") provides specific instructions regarding Proposal format and other requirements. Pertinent data about the site and LAX are also included. Proposals will be evaluated based on multiple criteria including, but not limited to; the quality and timing of the proposed restoration, the proposed business and operations plans, proposed rent and other compensation to LAWA, the fees to be charged to golfers, Proposer's financial capability, qualifications and experience, and other such factors as LAWA deems appropriate.

A single Lessee will be selected through this RFP process. The term of the Lease awarded under this RFP will be 10 years. Proposers may also propose an option to extend the lease for an additional term (not to exceed 20 years) which will be determined by the proposed future minimum additional capital investment. Unless otherwise stated in the RFP or Lease, rental rates should reflect the fact that Lessee has full responsibility for all expenses associated with the site.

The Request for Proposals ("RFP") package is available in electronic format on the **City of Los Angeles Business Assistance Virtual Network** at <http://www.labavn.org>. A mandatory Pre-Proposal Conference ("Conference") is scheduled for December 12, 2008 at 10:00 a.m. PST, on site at LAX, 1 World Way, Samuel Greenberg Board Room. A tour of the site will take place following the Conference. Individuals planning to attend the

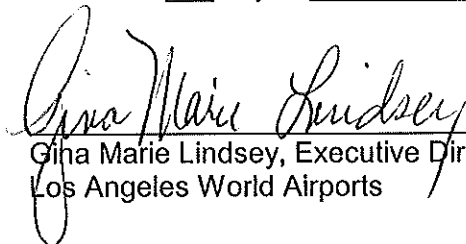
Conference and the tour should RSVP to Lisa Holloway with LAWA Commercial Development Group at (310) 646-7142 by Monday, December 8, 2008.

**Proposals must be received, not just postmarked, by 3:00 p.m. PST on Monday, February 2, 2009. Late Proposals will be rejected. Submit proposals to: Estelle Stevens, Office of the DED, Commercial Development Group, 1 World Way, Administration East, Suite 204, Los Angeles, CA 90045.** The City of Los Angeles and LAWA, acting through the Board of Airport Commissioners ("BOAC") reserves the right, at its sole discretion, to extend the due date for Proposals as deemed necessary and in its best interest.

Note: As noted above, LAWA is in the process of seeking approvals for the proposed Westchester Golf Course Three-Hole Restoration Project (the "Three-Hole Restoration Project") from both the City of Los Angeles and the Federal Aviation Administration (FAA). Both approvals entail environmental review, including CEQA and NEPA compliance. This RFP does not provide authorization or approval of any project and LAWA will not enter into a Lease until such approvals are obtained. LAWA does not seek, and Proposers should not present, any plans for additional development other than for the Three-Hole Restoration Project. Proposers who desire to obtain an option for additional term for the Lease should submit only an amount of proposed additional investment and the number of years for the proposed option to extend. The successful proposer shall not seek to exercise an option (and no such exercise shall be permitted under the lease) until after completion of the 3 Hole Restoration Project. Any attempt to exercise an option to extend the term shall be based upon a detailed plan submitted by Lessee which will be subject to appropriate environmental review and approval by the Executive Director and the Board of Airport Commissioners. LAWA reserves the right, in its sole and absolute discretion, to reject any such future proposals. All costs associated with the Proposal and any environmental compliance necessary prior to commencement, during, or at the termination of the Lease shall be the sole responsibility of the Proposer, including any litigation costs.

The submission of a Proposal does not in any way commit LAWA to enter into a Lease with that Proposer or any other Proposer. LAWA may select a winning Proposal with or without the proposed Option for Additional Term. LAWA reserves the right to reject any or all proposals for any reason.

Dated this 24<sup>th</sup> day of November, 2008

  
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Gina Marie Lindsey, Executive Director  
Los Angeles World Airports