

REQUEST FOR INFORMATION (RFI)

Rochelle Ranch Golf Course Bar and Restaurant Concession Opportunity

1. Purpose of this Request for Information

The City of Rawlins (“City”) is issuing this Request for Information (“RFI”) to solicit information, concepts, and expressions of interest from individuals or entities that may be interested in operating a bar and restaurant concession at the Rochelle Ranch Municipal Golf Course (the “Facility”), located at 2808 E Rochelle Drive, Rawlins, Wyoming 82301.

This RFI is not a request for proposals, not a solicitation for bids, and does not commit the City to any procurement, award, or contractual arrangement. The information received will be used solely to assist the City in evaluating potential operational models and determining whether and how to proceed with a future procurement or negotiated concession agreement.

2. Facility Overview

The Facility is a furnished, turn-key, move-in-ready bar and restaurant located at Rochelle Ranch Golf Course and includes:

- Full-service commercial kitchen
- Bar and lounge
- Indoor dining area
- Outdoor patio
- Service to golfers and the general public
- On-course beverage and refreshment cart
- Bar and beverage equipment, and existing food service and serving materials, including plates, glassware, and related service items

The City of Rawlins is located along Interstate 80, and the Rochelle Ranch Golf Course is immediately adjacent to and clearly visible from this year-round, highly traveled interstate corridor. With a population of approximately 8,200, Rawlins serves as a regional hub and is located in close proximity to the Town of Sinclair and the Town of Saratoga, providing access to a broader market beyond city residents.

Rochelle Ranch is an 18-hole municipal golf course that opened in 2004 and is designed to integrate Wyoming’s high-mountain desert terrain, offering a challenging yet accessible course for golfers of all skill levels. In October 2023, the course gained national attention when Kyle Berkshire, reigning World Long Drive Champion, set a world record long drive of 579.63 yards at Rochelle Ranch, further highlighting the course’s unique attributes and visibility within the golfing community.

The City is evaluating a range of potential concession models and has not yet determined the final scope, operating structure, or compensation framework.

3. What the City Is Seeking Through This RFI

The City is interested in receiving information regarding:

- Potential operating concepts appropriate for a municipal golf course serving golfers and the public
- Preferred hours of operation (including seasonal considerations)
- Experience operating food and beverage concessions or restaurants
- Suggested concession structures (e.g., lease, revenue share, hybrid models)
- Staffing and management approaches
- Ideas for special events, tournaments, or community engagement
- General market interest and feasibility

Responses should be conceptual and informational in nature. Detailed pricing or final contractual terms are not required at this stage.

4. Requested Information From Respondents

Interested parties are invited to submit a brief written response addressing the following:

a. Respondent Information

- Business name and primary contact
- Contact information
- Brief description of your business or background

b. Relevant Experience

- Summary of experience operating restaurants, bars, or concessions
- Experience with golf course or seasonal operations (if any)

c. Conceptual Operating Approach

- General concept or vision for the Facility
- Proposed hours of operation (seasonal or year-round)
- Food and beverage focus (casual dining, bar-forward, family-friendly, etc.)
- Menu and service options

d. Operational Considerations

- Staffing approach
- Licensing considerations (liquor license experience, if applicable)
- Key factors you believe contribute to a successful golf course concession

e. Additional Input

- Suggestions for structuring a concession agreement
- Challenges or risks the City should consider
- Any other information you believe would be helpful

Responses are encouraged to be concise (approximately 2–5 pages).

5. Site Visits and Questions

Interested parties are encouraged to schedule a site visit.

Contact for Questions and Site Visits:

Randy Flamig, Director of Recreation

Phone: (307) 328-7529

Email: rflamig@rawlinswy.gov

6. Submission Instructions

Submission deadline: Thursday, January 29, 2026

Dates may be modified or amended, which will be posted pursuant to an amendment to this RFI notifying prospective respondents of any change.

Please submit responses to in PDF or WORD format to:

Lynn Shearer, City Clerk

City of Rawlins

PO Box 953

Rawlins, WY 82301

RE: Rochelle Ranch Concession RFI

Submissions may also be emailed: lshearer@rawlinswy.gov

Subject Line: Rochelle Ranch Concession RFI

or

Delivered in person to the Rawlins City Hall:

Lynn Shearer, City Clerk

521 West Cedar Street

Rawlins, WY 82301

RE: Rochelle Ranch Concession RFI

7. Important Disclaimers

- This RFI is issued solely for information-gathering purposes.
- The City makes no representation that it will issue a future RFP or enter into any agreement.
- Submission of information does not create any rights, preferences, or entitlements.
- The City reserves the right to contact any respondent for follow-up discussions.
- Responses may be used to shape a future Request for Proposals, Request for Qualifications, or a negotiated concession agreement.