

Questions and Answers*
Call for Business Plans SUP-BP #03-19
At Blue Spring State Park

1. Is there onsite storage to leave kayaks if we are only doing tours? If so, how many kayaks can be stored?

Currently, there is designated space for paddle sports rental equipment in the lower use area, adjacent to the St. Johns River. Facilities and space approved for the Concessionaire's use, as well as minimum and maximum onsite equipment inventories, will be determined through negotiations.

2. What does onsite storage cost if you have it?

There is currently no cost to Concessionaires for onsite equipment storage.

3. Based on documents it looked like storage is \$100 a month? How big of an area is this for?

There is currently no cost to Concessionaires for onsite equipment storage.

4. Why did park commission change from 15% to 16% in current contracts?

The parties agreed to the commission structure memorialized in the respective Concession Agreements during the negotiation process.

5. Can you provide profit and loss statements for ONLY kayak **tour** operations? It looks like Blue Springs Enterprises Inc. only shows 'rental of equipment' on their annual statement rather than it broken out into rentals vs tours. I am curious if we can get a tour only statement.

The Department does not collect or maintain this information.

6. How can we guarantee employee admission into the park on busy days?

Currently, Concession employees are given an employee tag for their vehicles and advised to arrive early due to traffic or delays accessing the Park.

7. What is the daily park capacity?

The carrying capacity listed in the Park's Unit Management Plan is 1,334 people per day.

8. I noticed on the park attendance sheet, you show 50,005 people in June of 2019 which averages to 1,667 a day. How is this possible with limited capacity? (If capacity is limited to less than 1,667 people).

Park carrying capacities are typically expressed in one of two ways; as maximum visitors per day, and as maximum visitors at one time. Attendance numbers are estimates and are reported using a combination of day use visitors, overnight visitors (campers) and estimated visitors (those accessing the park by boat or via trails, etc. and paying an honor fee). For these reasons number of visitors to a Park in a single day may exceed the one-time capacity.

9. The website mentions “Due to manatee season, the spring run is currently closed to all water activities. This includes swimming, snorkeling, diving, tubing, canoeing, kayaking and paddle boarding.” Can the wording on the website be adjusted to show that canoeing and kayaking is still allowed on the St. Johns?

The current Florida State Parks website content (as cited above) pertains to the spring run within the Park. Regarding use of the St. Johns River, The Department has no plans to alter website content at this time.

10. The business plan packet shows we need a small service boat or motorized watercraft if doing rental operations - can you elaborate more on what type of boat would be acceptable?

The Department requires that a small service boat be available to locate, assist, and recover recreational equipment and park visitors should the need arise. Any motorized boat that could reasonably be used to carry out those tasks may be considered acceptable. The Department will reserve the right to approve or reject any watercraft proposed under this requirement.

11. How many kayaks and canoes are currently available to be rented?

The Department currently requires that a minimum of 10 kayaks and 20 canoes be available for rent.

12. How many kayaks and canoes are currently being used for tours?

The Department does not collect or maintain this information.

13. How many tours were given each of the previous years that were mentioned on the income statements?

The Department does not collect or maintain this information.

14. I noticed the current tour company allows reservations 24 hours in advance. How can we guarantee admission into the park for these reservations if it reaches capacity?

There is no guarantee of admission to the Park. Under the current model, guests are provided a confirmation code when they make reservations. The guests provide the code at the Park’s ranger station to gain access to the Park. Guests are advised to arrive approximately two hours earlier than their scheduled tour time.

15. I noticed the minimum hours of operation are 9am-5pm for the paddle sports rental shed. Is this every day of the year? Can this be adjusted based on poor weather? What is the latest we can have guests out on the water? What is the earliest we can have guests out on the water?

Yes, the minimum operating hours are 9:00 a.m. Eastern to 5:00 p.m. Eastern daily. Occasional, temporary closures due to inclement weather are not considered to be deviations from agreed upon minimum operating hours and are typically at the discretion

of the Concessionaire. These minimum hours may be extended based on various factors including seasonality. In most cases, the Concessionaire's operating hours at any given time may be approved or rejected by the Department's representative, typically the Park Manager.

16. Can the department provide building plans to Concession Building #101008? Also, can the department provide information on any current structural, code or operating issues with the building?

Due to security concerns, the Department does not release/provide records such as building plans. There are currently no known structural, code or operating issues with building #101008. In periods of heavy rain, water will occasionally pool against the uphill side of the building. No water is known to enter the building during these periods and the Department is currently carrying out construction projects intended to divert water flow away from the building.

17. Is there a fuel station for the tour boats near the Paddle Sports Rental Shed? If no, please provide information as to where the boats are obtaining fuel.

There are no fuel stations inside the Park. Fuel is purchased outside the Park and transported into the Park for use.

18. Can the department provide any estimated costs or quotes for the Capital Improvements mentioned in Section 4 of CFBP packet?

No. While the Department has identified some Capital Improvement needs within the Park, Concessionaires are typically asked to make proposals which include project scope, potential costs, timelines, etc. for Department review and approval prior to commencing any constructed Capital Improvements.

19. How many Kayaks, Canoes and Tubes are currently in operations? What is the Max number of each vessel a concessionaire could use?

The Department currently requires a minimum of 10 kayaks and 20 canoes be made available for rent. The Department currently has no requirements regarding number of tubes. Minimum and maximum onsite rental equipment inventories will be determined through negotiations.

20. It was mentioned that Hontoon Island SP has a Ferry Boat along with Kayak, Canoe and Bikes that could be an additional opportunity for concessionaire. Can the Department provide a count of each and identify any current issues with them (Specifically the Ferry Boat)?

The current inventories are: Five single kayaks, two tandem kayaks, five canoes, five adult bicycles, two adult tricycles, six child bicycles and miscellaneous Personal Flotation Devices, paddles, and other equipment. There is one United States Coast Guard approved ferry boat in use with a capacity of 11 passengers, and one 40-foot pontoon

boat that has not been inspected and rated for passenger use. All listed equipment is in good operating condition at this time.

21. Does the park host any wedding events? If so, can the department provide number of weddings held at Blue Springs SP in last 3 years?

The Park does not currently host event weddings that require seating or set ups due to challenges in guaranteeing guest access to the Park after daily capacity is reached. The Park does allow small weddings requiring little or no set up.

22. Does the current concessions offer any catering services in the park?

Yes.

23. I believe mention was made of a modified Business Plan Packet. When may we expect to see that posted?

The final Business Plan Packet was posted on December 19, 2019.

24. Regarding Hontoon Island State Park, will you provide historical sales for each of the services listed, “Ferry Service, Recreational Equipment Rental, Boat Tours, Interpretive Tours and Marina Operations at nearby Hontoon Island State Park”.

Ferry Service - The Park currently provides this service for an unspecified voluntary donation. The Department is open to proposals that include a fee for ferry services. Recreation equipment Rental - \$13,128.00 in Fiscal Year 2018/2019, \$14,744.00 approximate three-year average. Boat Tours - This service is not currently provided. Interpretive Tours - This service is not currently provided. Marina Operation - The marina is currently operated by Park staff and revenue data is not separately maintained.

25. May we get a more detailed Scope of Work regarding Hontoon Island. i.e., passenger use data, number of slips, maintenance responsibilities, ferry type/size/schedule, number of slips, tour schedule/expectations, operational challenges, etc.

Passenger use varies and can approach 300 people per day at peak usage. Number of slips available for the Concessionaire’s use, as well as Concessionaire’s and Department’s maintenance responsibilities will be determined through negotiations. Tour schedules and expectations are not defined at this time and will be determined through negotiations. The Department has not identified any significant operational challenges.

26. Given the short turnaround from the posting of the “Draft Business Plan Packet” on 12/11/2019 and the anticipated release of a modified Business Plan Packet and the answers to questions posted on 12/26/2019, are you contemplating an extension? We respectfully request an extension.

Historically, it has not been standard practice for the Department to publish or disseminate draft Business Plan Packets prior to the onsite meeting. More recently, the Department has posted drafts in advance of the onsite meeting for some opportunities

considered to be more complex in nature. The Department has extended the deadline for proposal submissions to January 2, 2020.

27. We want to know for any of the Blue Springs Enterprises, Inc. Profit and Loss Statements provided, what leasehold improvements were included on line 4, identified as Comments: General & Administrative Expenses& Leasehold Improvements.
The Department does not grant leases to Concessionaires. The Department does not have this information.
28. For the WiFi services, is it expected for the Concessionaire to provide WiFi parkwide or only in specific locations?
WiFi service is only required at the Concession Building (Building #101008). The Concessionaire may provide WiFi in other locations. Final requirements will be the product of negotiations.
29. For the kitchen equipment, is it run on propane or on gas?
All kitchen equipment is currently electric.
30. Is there possibility for after hour special events (weddings, concerts, family reunions, Halloween/Christmas)?
The Department is open to proposals that include after-hours events and programs.
31. Can we use kiosk and carts staged around park in peak season?
The Department is open to proposals that include mobile food service locations.
32. Is there a possibility of enlarging current F&B area?
The Department is open to proposals that include expanded food service areas.
33. Can we build a new tube rental to keep retail open all year?
The Department is open to proposals that include the construction of additional facilities.
34. Can you provide an inventory of existing equipment?
The department currently requires a minimum of 10 kayaks and 20 canoes be made available for rent. The Department currently has no requirements regarding number of tubes.
35. Are guided kayak tours permitted?
The Department is open to proposals that include guided kayak tours.
36. Will the current concessionaire be interested in selling any equipment?
The Department does not have this information.
37. How many more spaces will parking lot expansion include?
This potential Capital Improvement has not yet entered the planning stages. The Department does not have this information.

38. When will the new UMP be complete?
The new Unit Management Plan is currently in the approval process. The Department does not have an estimated date for approval and publication at this time.
39. Are there season kiosks on Hontoon?
The Department is unaware of any season kiosks currently located on Hontoon Island.
40. Are marina slips a part of this contract?
Final contract terms will be determined through negotiations. Marina slips could be included in the Concession Agreement.
41. Who and how are capacity limits controlled at each park?
Park staff are responsible for enforcing, through management activities, the carrying capacities listed in the Unit Management Plan for each Park. At Blue Spring State Park, the Park is closed when all parking spaces are full and reopened when parking becomes available. At Hontoon Island State Park, ferry passenger counts are used to determine number of visitors in the Park and incoming ferry services are suspended until visitor numbers are reduced.
42. Could you please clarify on the issue of vending? During the meeting it was stated that vending would be turned over to Blind Services. Now we notice the Laundry vending is on the bid list. Is this something new or in addition?
The Division of Blind Services has right of first refusal to all vending opportunities in State Parks. Any vending services not provided by DBS may present an additional opportunity for Concessionaires. The final scope of services will be determined through negotiations.
43. How is or do you determine the 50% redacted number. Do you count words, letters, sentences to determine? Example if my proposal is 5,000 words, are 2,500 words 50%?
This is typically determined by page count. For example; a 100-page proposal with 50 pages marked as confidential, proprietary, trade secret, etc. is considered 50% redacted.
44. When judging or rating proposals what percent of the score goes to each criteria? Please name each category or criteria judged with percentage of importance.
A sample score sheet has been posted to the Blue Spring State Park Call for Business Plans website under Additional Information.
45. Who are the people who will be judging the proposals and what are their positions and length of service in the park service?
Proposals are independently evaluated by a panel of three reviewers. Reviewers are selected based on experience, time in service and familiarity with similar operations.
46. Concerning the safety plan, it says something to the effect that it should be approved by an attorney or our insurance company. Exactly what are they approving?

The Department is unaware of this requirement in the Business Plan Packet.

* Questions appear as submitted to the Department.