

Questions and Answers*
Call for Business Plans SUP-BP #04-19
At Fort Peirce Inlet State Park

1. Would over night camping at Avalon also require staff to be on grounds and a guided kayaking trip to be included?
[Overnight accommodations in this area would require a Concessionaire-provided staffing solution to ensure protection of the resource and safety of visitors and staff.](#)
2. As far as business reference--- can i ask Steve (FPISP mang) to fill one out for me, i have been the kayak vendor on the grounds since Feb15th, 2019
[The Park Manager can be listed as a Business Reference.](#)
3. What do you think the time line will be as far as awarding bid? with no laspe
[A typical Call for Business Plans takes approximately four months from start to finish. As such, the start date of a new Concession Agreement is projected to be April 1, 2020.](#)
4. As far as the capital improvements, could i just write a check each month and let mang decide what is needed with funds?
[No. The Department seeks Proposals in which the Concessionaire completes any proposed Capital Improvements.](#)
5. Could i sub out to a like minded business to handle ocean side rentals?
[With Department approval, Concessionaires can subcontract with other businesses to provide visitor services.](#)
6. what is the best phone number to call and verify bid received?
[Respondents will be notified by email to verify Proposals were submitted by the deadline.](#)
7. March 2017 shows no operating expenses and Jupiter Outdoor Center did not sign this particular month. Can you confirm what operating expenses were?
[The documents will be added to the website no later than 5:00 pm January 24, 2020.](#)
8. I do not see any submitted financials for July 2017 for Jupiter Outdoor Center. Can you confirm if there are any?
[The documents will be added to the website no later than 5:00 pm January 24, 2020.](#)
9. I do not see any submitted financials for November 2017 for Jupiter Outdoor Center. Can you confirm if there are any?
[The documents will be added to the website no later than 5:00 pm January 24, 2020.](#)
10. I do not see any submitted financials for January 2018 - May 2018 for Jupiter Outdoor Center. Can you confirm if there are any?

The documents will be added to the website no later than 5:00 pm January 24, 2020.

11. I do not see any submitted financials for October 2018 or December 2018 for Jupiter Outdoor Center. Can you confirm if there are any?

Any available documents will be added to the website no later than 5:00 pm January 24, 2020.

12. I do not see any submitted financials for 2019 for Jupiter Outdoor Center. Can you confirm if there are any? Were any kayaks available for rent between January 2019 and when Lisa's Kayaks started in September 2019? If so - where are the financials?

There are no 2019 financial records for the Jupiter Outdoor Center (as the business was not operating). There were no financial records submitted for Lisa's Kayaks.

13. I do not see any submitted income for Lisa's Kayaks on any of their operational months. Can you please confirm if there are any?

There were no financial records submitted for Lisa's Kayaks.

14. I have another question regarding 2017 attendance. Today at the meeting the Park Manager mentioned that the park was closed for nearly 2 months during Hurricane Irma in 2017 however, I am seeing park attendance in September (I understand the first several days of September prior to the storm may have had guests) and also in October. I was under the impression from his mention of this, that no guests came through in October 2017. Can you clarify on this a little?

It would be more accurate to explain the three Parks were closed at different times for cleanup over approximately two months.

15. Also - the Park Manager mentioned that the capacity depends on how many cars enter the park. Can you confirm what the total park capacity is for vehicles?

The Park has 450 parking spaces.

16. Over night camping at Avalon---- Would staff have to be on the grounds with campers? and could small Rvs (self contained, requiring no hook ups)be permitted?

To clarify, the Unit Management Plan includes youth tent camping. There are no Department resources available at this time for staffing and/or facilities improvements in this area.

17. If I were to submit a bid on doing kayak rentals only, would it be possible at a to subcontract out kayak tours via a special use permit as done similarly with Lisa's Kayaks current deal?

With Department approval, Concessionaires can subcontract with other businesses to provide visitor services.

18. I see in Jupiter Outdoor Center Agreement they are contracted through 2026. You mentioned that this deal ended because of a divorce by the owners. Was it ever determined that they operated at a loss every month which may have been the cause of this excuse to be done with their contract? I was under the impression that this is not a valid reason for terminating a contract early. Under what rule/contract were they able to terminate early?

In accordance with Paragraph 21 of DEP Agreement No. CA-0216, the Department terminated the Agreement with Jupiter Outdoor Center for cause. The deficiencies cited included: failure to submit the required plans; failure to remit the shortfall in minimum guarantee; failure to fulfill the Capital Improvement requirements; and failure to provide proof of required Security (the Concessionaire's bond was cancelled).

19. Is this contract 100% terminated or do they still have the ability to operate? Is it possible to include their termination letter? Was there a specific termination reason in writing?

In accordance with Paragraph 21 of DEP Agreement No. CA-0216, the Department terminated the Agreement with Jupiter Outdoor Center for cause. The deficiencies cited included: failure to submit the required plans; failure to remit the shortfall in minimum guarantee; failure to fulfill the Capital Improvement requirements; and failure to provide proof of required Security (the Concessionaire's bond was cancelled). The Termination letter will be added to the website.

20. Can we list the state park as our location of operation on our website and also on review sites such as Google, TripAdvisor, etc? If not, how should we consider listing the service?

Yes, the location may be posted on the Concessionaire's website and other websites. See Exhibit A of the sample agreement for typical advertising and website requirements.

21. will the business plan summary sheet be made editable so i can insert info?

No, the posted document can be edited in commonly available software such as Adobe Acrobat and Microsoft Word.

22. also can you go over again how to keep my finance reports private for now?

All records related to contracts with the Department, including financial reports, are subject to Florida's public records laws. Unless exempt, they must be made available for inspection and/or copying.

23. You mentioned that there is a list of the partitioners of the 13th of Jan meeting online, as we'd like to contact them. I did not find this list and I was not sure if this is a question that would relate to a proposal itself. Please advise if this is an appropriate question at this time.

The sign-in sheet will be added to the website.

* Questions appear as submitted to the Department.