

Additional Questions – SUP-BP #09-23

- 1. Can the Park provide pictures of the four junction boxes for campsites 3, 4, 57 and 58 at Wekiwa Springs State Park?**
 - a. Campsite 3 & 4:



- b. Campsite 57 & 58:





2. **Is there a version of the 2017 Profit and Loss Statement for Concessions at Wekiwa Springs State Park which have been broken down by revenue stream?**
 - a. The Department has posted the only Profit and Loss Statement it received for CY 2017 at Wekiwa Springs State Park.

3. **What are the costs for the well at the Hammock House?**
 - a. The annual permit costs for the well are \$120 annually. The quarterly testing for the well costs \$90.

4. **How many locker areas are currently on the property/ies and where are they located?**
 - a. There is currently one set of lockers (24 individual lockers) located on the back deck of the Concession Building at Wekiwa Springs State Park.

5. **Is there a storage area with power outlets for bicycles at the Park?**
 - a. There is not currently a storage area with power outlets for bikes in the either park. There are currently 2 bike racks in Wekiwa Springs State Park. One rack is located at the top of the slope near the spring and the other rack is on the southside of the concession

building at the spring. The current concessionaire has a 20ft shipping container at the shop where they store bikes and equipment. The Concessionaire uses power from nearest outlet which is about 30ft away.

- 6. Is there any fibre optic connection from any ISP on any of the properties? If yes, which property and which service provider?**
 - a. The Department is unaware of any fiber-optic connections at any of the Concession Buildings at either Park.

- 7. Are proposals for capital improvements welcome that are not explicitly mentioned in the CFBP, for example Video Surveillance for all properties?**
 - a. Any proposal for Capital Improvements would be welcome, but the priority for the Department is the projects listed in the Business Plan Packet.

- 8. Can the Department provide a list of priorities this Park as it relates to Capital Improvements?**
 - a. No.

- 9. Please provide a list of state own inventory that can be used by the concessionaire under the new agreement.**
 - a. None will be provided.

- 10. Will the domain name www.canoewekiva.com be awarded to the new concession if a new agreement is awarded?**
 - a. No.

- 11. Will the operating name Wekiwa Springs State Park Nature Adventures be available to a new concessionaire if a new agreement is awarded?**
 - a. No.

- 12. Are there any commercial paddle sports vendors using or permitted to use the launch area near the concession building?**
 - a. There are no commercial ventures authorized to use the launch area near the concession building.

- 13. Can pictures and a map be provided for the pavilions at Wekiwa Springs?**
 - a. No.

- 14. What Internet Service Provider does the Park use?**
 - a. CentryLink.

- 15. What Internet Service Provider does this concessionaire use?**
 - a. Unknown.

16. What Utility providers does the incumbent concession use for Water, Electric, Gas and Garbage?

- a. Water is provided by the Park. Electricity is provided by Duke Energy. Waste Management is used for garbage. There is no propane infrastructure in the Park.

17. Are there any special event services currently in operation at Wekiwa Springs?

- a. No.

18. How much pasture space is available at Rock Springs Run State Preserve? Can you provide a map of the area?

- a. Approximately 18 acres. No map is available.

19. What is, or are, the approved equestrian tour routes? Please provide a map.

- a. There are approximately 30 miles of mix used trails at Rock Springs Run State Reserve. Any of these trails could support equestrian activity. There is currently no approved equestrian tour route. No map is available.

20. Are there any restrictions on a minimum or maximum number of horses that can be boarded at Rock Springs? And is there currently an approved number of horses per tour and number of tours per day?

- a. No; these items will be subject to final negotiations.

21. Can beer and wine be sold in the Dining Hall / Catering Building for catered events under the beer/wine license?

- a. Yes.

22. Who current does the booking for the Dining Hall / Catering Building

- a. The Park currently maintains the bookings for the Dining Hall / Catering Building, as well as the rest of the Youth Camp facilities.

23. Are the surrounding cabins near the Dining Hall / Catering Building in use through the year other than during the Youth Camps?

- a. Yes.

24. Are there any buildings that fall under historical criteria for renovation consideration?

- a. No.

25. Are there plans available for the Concessions building deck replacement?

- a. No.

26. If the Spring project is not completed by Memorial Day 2024 – when would it be rescheduled and what is the length of the time of the project? Will this work impact kayak/canoe rentals?

- a. Unknown.

- 27. Are there any anticipated other park capital projects either planned in the next 3 years or already underway that may cause disruption to the current scope of operations? If so, what is the general timetable and what parts of the business would it effect?**
- Nothing beyond what was discussed at the Mandatory On-Site Meeting.
- 28. Are there any restrictions for special events or rental agreements after normal operating hours?**
- The requirements for Special Events will be subject to final negotiations.
- 29. Are the current canoe, kayak and paddle boards property of the State Park or will they be taken out by the previous owners?**
- The canoes, kayaks and paddle boards are property of the current concessionaire and will be taken out if they are not awarded the new Concession Agreement.
- 30. If the minimum and maximum number of equipment for rent needs to be pre-approved, is there currently a min/max number?**
- Unknown.
- 31. What types of motorized watercraft are currently authorized?**
- None within the spring runs, except for emergency use.
- 32. Do you know if any of the current merchandise remains?**
- The merchandise in the gift shop is the property of the current concessionaire, and would not remain if the current concessionaire is not awarded the new Concession Agreement.
- 33. Are there estimates of current utility usage and costs?**
- No.
- 34. How is Hammock House currently booked by customers?**
- The Hammock House is not currently available for customers to book.
- 35. What is the historical revenue of Hammock House?**
- This information has been posted.
- 36. What is the square footage area of the deck, and lineal footage of the railing, to be replaced at the Wekiwa concession building.**
- The deck is approximately 3,640 feet (70' x 52'). The lineal footage of the railing is 220 feet.
- 37. Will you please provide the State-owned property list?**
- None available.

- 38. Can the State provide quotes they received for the deck replacement?**
- a. None available.
- 39. Can the State provide quotes they received for the AC unit replacements?**
- a. None available.
- 40. Does the State have any suggestions on what to improve at the beach canoe/kayak facility?**
- a. Specific improvements will be the subject of final negotiations.
- 41. What is the State estimate for all required investments listed in the Business Plan Packet?**
- a. Unknown.
- 42. Will the State accept a bid for differing fees for each revenue stream?**
- a. Yes.
- 43. Revenue:**
- a. **What caused the significant increase in rental revenues at Wekiwa in 2021?**
 - i. Florida State Parks saw an increase in use during this time period statewide.
 - b. **When was the last rate increase for rentals? What was the previous rate?**
 - i. The previous rate increase was in 2018. The previous rate was \$24 for two hours.
- 44. The Business Plan Packet refers to a shop complex for maintenance and storage at Wekiwa – Is this a different space than the storage building #BL080034?**
- a. Yes.
- 45. Section 4 of the draft SUO-BP#09-23 Business Plan Packet indicates five opportunities for Capital Impartments. This document and the draft agreement indicate the concessionaire is responsible for ongoing maintenance. Subparagraph k. of this section notes the Department is responsible for repair and/or replacement of external structures and systems such as roofs. In addition, past agreements and the proposed draft agreement indicates the Department is responsible for the repair and replacement of major components including the HVAC system, roofs, exterior walls, interior systems, and structural elements (i.e., Section B pg 2 of 50). It is assumed the later will be included in the agreement so the Department would be responsible for these items listed in the Business Plan Packet. We do understand investment in the project is an important consideration, however, because of the current list deferred maintenance items, it is expected a significant investment will be required to bring the facilities up to a standard we would require for our offering. If all of the items listed in the Business Plan Packet are not included in our proposal, does the Department have funds allocated to repair / replace these items as necessary?**
- a. Unknown
- 46. Are routine maintenance items like replacing deck boards on existing structures considered maintenance or will permits be required for all of the necessary re-build items like this?**
- a. Replacing deck boards on existing structures is a maintenance item.

47. It is understood the Park cannot require the current concessionaire to work with a new concessionaire through the transition from one entity to the other. However, it is understood the Department is hoping for a seamless, smooth, fast transition. With that in mind ...

- a. Can the current concessionaire provide a list of the companies they currently use for maintenance & PMIs on the equipment?**
 - i. No.
- b. Can the current concessionaire provide a list of current suppliers to help the continuation of services seamless?**
 - i. No.
- c. Would the Park be involved in an agreement with the current concessionaire to purchase the existing store inventory at Wekiwa Springs (in part or whole) at a direct cost without mark ups?**
 - i. No.

48. It was noted in the first meeting that the Park would be willing to break the concession into separate agreements so two concessionaires can provide services (i.e., similar to how the current agreements are arranged). The draft agreement is for a combined offering. How will offers separating the services be considered by the selection committee?

- a. Award of a contract or contracts will be based on the proposal or proposals that represent the best value to the Department.

49. The draft agreement indicates services that may not be profitable or most difficult to provide (i.e., like a tram service within the park, boat tours, etc.). Are the requirements listed optional?

- a. The template agreement on the website is an example only. Final terms and conditions will be subject to final negotiations.

50. Exactly what equipment / furniture in the general store and kitchen owned by the Department?

- a. None

51. Is the existing furniture in the Hammock House owed by the Department or will all furniture have to be replaced?

- a. The Department does not anticipate providing any furniture for this opportunity.