

Additional Questions – SUP-BP #06-23

- 1. How quickly after the proposal deadline (10/25), do you anticipate having a decision made?**
 - a. The current agreement at the park is set to expire on December 28, 2023. The Department anticipates an agreement to commence on this date or shortly after.

- 2. Are there plans to reopen the tunnels?**
 - a. The Department does not have any plans to reopen the tunnels at this time.

- 3. What are the plans by the DEP to improve tracking of visitation?**
 - a. The DEP has no immediate plans for this improvement, but is open to solutions that include a partnership element.

- 4. Who manages the guided tours at the park or is the Birch Friends Group?**
 - a. Walking tours, special event tours, and interpretive tables are led by park staff. Golf cart tram tours are primarily volunteers. Kayak, paddleboard, canoe, and bicycle tours are currently run by concessions.

- 5. Please provide state owned inventory list for park operation.**
 - a. We have posted a document labeled *State Owned Inventory – Hugh Taylor Birch State Park* on the Call for Business Plan website for Hugh Taylor Birch State Park.

- 6. Who manages the pavilions?**
 - a. The state park manages and rents the pavilions.

- 7. Where does Wi-Fi need to be provided in the park?**
 - a. Wi-Fi should be made available to the public at the restaurant/retail area and in the Garden Center at a minimum.

- 8. Is there a set schedule for tram services in the park? Is it a needed amenity?**
 - a. The tram service is operated free of charge as a visitor amenity. We currently run two volunteer shifts per day 9am-1pm and 1pm to 5pm. The tram service amenity is not needed per se it is a courtesy that the visitors have become accustomed to.

- 9. Will all outlined concession services be awarded to one operator, or will the DEP split onsite concessions into multiple contracts?**
 - a. The award of a Concession Agreement will be based on the proposals submitted to the Department, as well as the services proposed in each proposal. An award may be made to the Respondent whose Proposal is of greatest benefit to Park visitors, the Department and the State of Florida. Final award will depend on the Department's ability to negotiate a satisfactory Agreement with the Respondent. Negotiations resulting from evaluations of Proposals will not bind the Department to award an Agreement. In the event the Department finds the Proposals or negotiations are not acceptable, no Agreement will be awarded. The Department reserves the right to limit the award to any or all elements of this Call for Business Plans.

- 10. Are the Jet Ski rentals currently being provided by a subcontractor of the incumbent operator?**

- a. Yes.

11. Are the parking lots open for after hour special events? If so who manages the parking?

- a. The parking lots can be made available with permission in advance from the park manager. The concessionaire would need to pay for an off-duty ranger to protect the park resources during the afterhours event.

12. What is the seating capacity for the restaurant as well as the outdoor seating area?

- a. License states 150-249 seats. Currently the restaurant physically has 26 indoor seats and 156 outdoor seats.

13. Who own / manages the dock for the Water Taxi service? Who is responsible for repairs? Who holds the contact with the Water Taxi, concessionaire or park?

- a. The state park owns and maintains the dock for the water taxi service. The state park is responsible for repairs of the dock. The Water taxi service maintains a special use permit with the state park, the concessionaire has a reseller agreement for the sale of Water Taxi tickets.

14. Who owns the dock on the Intercoastal?

- a. The state park owns and maintains the dock on the intercoastal highway.

15. Please provide a list of Park owned equipment/assets that will be provided for use to the operator.

- a. We have posted a document labeled *State Owned Inventory – Hugh Taylor Birch State Park* on the Call for Business Plan website for Hugh Taylor Birch State Park.

16. What lowered the concession revenue in 2017 versus other years? Why does the 2017 monthly revenue show \$630K of revenue versus \$1.1M included in the profit and loss statement?

- a. Our database of monthly reports from Concessionaires dates to July 2017. The \$1.1M listed on the Profit & Loss Statement for 2017 reflects the full year's revenue, whereas the information listed under the Gross Revenue Information document only accounts for the months of July-December 2017.

17. Can the Department provide the corporate overhead expenses from the P&L?

- a. The Department is unable to provide corporate overhead expenses for the previous concessionaire's Profit & Loss Statements. Previous profit and loss reports have been posted on the Call for Business Plan website for Hugh Taylor Birch State Park

18. Is the subcontractor fee included in the expenses for F&B in the profit and loss statements?

- a. Unknown.

19. The fee paid per the P&L is 13.5% in the 2022 profit and loss statement versus 13.0% in the contract — why does the actual fee % paid in the P&L statement differ from the contracted fee of 13.0%?

- a. This appears to be a typo on behalf of the concessionaire in the reporting of their revenue and commission payments. The calculated percentage of Gross Revenue paid for 2022 equals 13%.