

SUP-BP #03-25 Cayo Costa Additional Questions

- Did the previous cabins have electricity? If so, is the infrastructure for it still there?
 - No. No infrastructure exist.
- Will the concessionaire have full use of the entire island? Is the sandbar that all the boats were docked at considered part of the island?
 - Services can be proposed to be provided or originated from any areas managed by the Park. We are unsure of the sandbar being referenced.
- Once the main concession building is built, will the concessionaire still have the small temporary building to use?
 - Yes, at this time we believe so.
- It was shared during the tour that the current tram will be able to be used to get started, will the concessionaire eventually be expected to provide their own?
 - Additional trams, or replacement trams when the current reaches end of life, will be the responsibility of the concessionaire.
- How much flooding does the island experience during a normal rainy season?
 - None
- Will the ferry service be exclusive to the concessionaire as currently there are several companies that service the island?
 - No
- When does the dredging start and how long does that process last as approved by Army Corps of Engineers?
 - Please reach out to the Corp of Engineers
- As it relates to dock management, can this be proposed as additional services?
 - Yes
- Are day use fees collected for the DEP?
 - Yes, we are looking for the concessionaire to collect these fees
- Who is responsible for maintenance and landscaping of camp area?
 - The concessionaire
- Are there any capital improvements required by the concessionaire at Cayo Costa State Park?
 - There will be no required capital improvements, but they may be proposed. We expect some investment in personal property.
- Is the commission rate expected to be one flat percentage applied to total gross sales across all concession operations (e.g., food and beverage, retail, camping, rentals), or can we propose different percentages by category?
 - A single commission rate will be preferred but this will be subject to final negotiations.

- If individual commission rates are allowed, are there any minimum requirements or recommended benchmarks per category?
 - We are open to all proposals.
- Are we required to select only one compensation structure (tiered, fixed percentage, or flat monthly fee) for all operations, or can the structure vary by category?
 - A single commission rate will be preferred but this will be subject to final negotiations.
- For the Minimum Guarantee, should we propose a single total across all operations, or is it acceptable to present itemized minimums per concession type?
 - Please propose a single Minimum Guarantee.
- Lastly, if we choose the flat monthly fee option, can the Department provide guidance on what is expected or suggest a reasonable baseline amount for this approach?
 - We are open to all proposals.