

Additional Questions – SUP-BP #04-24 (Florida Caverns State Park)

1. Could the park please provide revenue by department (i.e. Cave Tour Revenue, Merchandise Revenue, and F&B Revenue, Other Miscellaneous Revenue)?

a. See the annual profit and loss statements posted to this page.

2. Who owns the retail displays and furniture in Gift Shop 1, Gift Shop 2, Seating/Picnic Tables around the Food Truck? Could the park provide a list of concessioner personal property? Is the expectation that a new offeror purchase the incumbents personal property or bring their own?

a. Gift Shop1 property belongs to the Department and the concessionaire. Gift Shop 2 property belongs to the concessionaire. Picnic tables belong to the Department. The Department has no expectations regarding the purchase of personal property from the incumbent.

3. Could the park share estimated monthly historic utility costs?

a. See the *Florida Caverns Gift Shop: All Utilities 2021 – 2024* document posted to this page.

4. Does the park prefer the concessioner wear attire similar to park rangers? Or have their own unique look that is unique and differentiated from the Florida State Parks?

a. Staff uniforms must receive prior approval from the Department. Staff uniforms do not need to mirror those of Florida State Parks.

5. Could the park please provide plan view drawings of Gift Shop 1 and Gift Shop 2?

a. The Department is unable to provide this information per Florida Statute § 119.071.

6. What spaces is the concessioner responsible for cleaning? Is the museum included? Are there any other spaces in the park that you expect the concessioner to have responsibility for cleaning beyond the gift shops?

a. Visitor center restrooms and potentially the restrooms at Blue Hole.

7. If we propose to expand or change lighting, would we have to utilize the exiting pipe chases in the cave?

a. Final lighting upgrade plans would be developed in collaboration with the Department and subject to Department approval.

8. Could the park share the 60% plans for the RV park?

a. The architectural and civil plans have been posted to this page.

9. Could the park provide existing as-built electrical one line diagrams for the current lighting system in the caves?

a. These diagrams are not available.

10. Does the park conduct annual or quarterly assessments / inspection the concessioner's operations? If so, could you provide copies for the last three years?

a. Quarterly reports for 2021 – 2024 have been posted to this page.

11. Are the provided visitation numbers based off entrance to the park or based off the number of cave tours delivered to the public? If the former, could the park please provide the annual tours given?

a. The *Florida Caverns Attendance Report* is a report of all park visitors for the periods indicated. The *Reported Florida Caverns Ticket Sales* provide specific information about tour ticket sales for the indicated period.

12. Does the park have an email size limit? Or preference on single vs multiple pdf files? Or the ability to download a file transfer from dropbox or other server?

a. The limit is 25 mb. We can't accept submission by file transfer. We can accept single or multi-part submissions without preference.

13. Can you please provide Exhibit D monthly reports?

a. The monthly reports for 2021 – 2024 have been posted to this site.

14. Can you please provide Exhibit F annual reports?

a. The annual profit and loss statements have been posted to this site. The concessionaire submitted the form titled Exhibit E instead of Exhibit F but the information provided is on an annual basis.

15. How many special events are held at the park annually?

a. The park hosts one big event each year "Caverns Cultural Celebration," and two smaller events "Earth Day" and an "Astronomy Night". The two smaller events are led by the CSO. Two events each year that the concession hosted are a Halloween "Haunted Trail" and a "Christmas in the Park".

16. Are the tour guides park of the incumbent's staff or are they subcontracted?

a. They are the incumbent's staff.

17. What are the annual maintenance costs for upkeep of the park?

a. Florida Caverns Gift shop repair & maintenance expense: 2021 - \$9,456; 2022 - \$18,696; 2023 - \$12,628.

18. What equipment does DEP maintain and what equipment does concessionaire maintain?

a. Each party maintains the equipment required to support its individual operations in the park.

19. What is the age of the equipment and expected life cycle?

- a. We're unable to answer as we don't understand the question.

20. What insurance is required for this park? Specially for the cave tours?

- a. General liability \$1,000,000 per occurrence and \$2,000,000 in the aggregate.

21. What is the anticipated completion date of the new 60 site campground?

- a. There is currently no construction funding for this project, so no completion date is scheduled. Project funding will be reevaluated next fiscal year (July 1, 2025).

22. What is the occupancy rates of the current campgrounds?

- a. See the *Occupancy Rates 2021-2025* document posted to this page.

23. What certifications are required to operate the cave tours?

- a. No certifications are required.

24. Is the Business Plan worth 4, 56, 60 or some other amount of points?

- a. Each element of the business plan is ranked based on the number of submissions received; therefore, the total possible point value will vary depending on the number of responsive proposals submitted. See the business plan packet and the sample score sheet for more information.

25. Is each Business Reference worth 31 points for a total of 93 points? Or some other amount of points?

- a. Each business reference may earn a maximum of 31 points for a cumulative score of up to 93 points.

26. What are the total amount of possible points for a proposal?

- a. The total possible point value will vary depending on number of responsive proposals submitted. See the business plan packet and the sample score sheet for more information.

27. For the Business Reference Evaluation question (1), would an employment contract be considered a contracted service for (4) points. If not, how would employment experience be scored in this section?

- a. The scoring for Question 1 is as follows: 1. The Respondent provides contracted services or a product to you (4 points) 2. You were contracted by the Respondent to provide services or a product, such as a certified public accountant or a food purveyor. (3 points) 3. This was business contact (1 point).