

SUP-BP #04-22 Questions

- 1) Re-roof of Sugar Mill is anticipated to be done in 2022. When scheduled will business levels be considered so not to impact during heavy time period?

The re-roof project should require restaurant closure of about one week, however, the full project will take longer than that but they can complete the last portion with the restaurant being open. We always try to take into consideration the timing of the project and not shut down the restaurant during the busy periods but that has to be discussed at the preconstruction meeting.

- 2) Can the DEP provide approved routes for tour boats and length of time or tours?

The park manager can assist with creating routes but that final approval will have to come from the business that is operating the boat tours.

- 3) Regarding WiFi, is this anticipated to include both Sugar Mill cafe and Visitor Center?

Wi-Fi is currently available in those areas and at pavilion 5.

- 4) Scuba, is there currently an approved concessionaire?

There is not currently an approved concessionaire for SCUBA. But we have had SCUBA concessionaires approach us about subcontracting opportunities.

- 5) Boat launch, is this for park use only or public use?

The boat ramp is part of the park and there is no additional fee for the use of the boat ramp for park visitors. Park admission still applies for anyone coming to launch from the boat ramp. The same condition applies for launching paddle craft.

- 6) What is the anticipated monthly water bill?

There is not currently a metered water bill as the park operates on a well. A monthly fee for water will be part of negotiations. We estimate the charge will be around \$200.00/month.

- 7) Can additional floating docks be added?

There is limited space for an additional floating dock structure, a replacement of the existing structure may be needed to functionally meet the needs of the potential concession operation while also still accommodating private vessels arriving at the park.

- 8) Can you please confirm operating hours for each concession area? The RFP states 9am-4pm, is that for all areas 365 days per year?

Historically all concession services at the park have been closed on Thanksgiving and Christmas Day.

- 9) Please break down the line item "Food, Drink, and Retail Sales" into individual revenue streams.

The Department does not have this information.

- 10) Please provide the historic utility fees.

The Department does not have this information.

- 11) *“The Respondent will adhere to the Florida Department of State, Division of Historical Resources guidelines for archeological review of any ground disturbance activities. The costs incurred as a result of such requirement will be the sole responsibility of the Respondent.”* Please provide an estimate of these costs.

Costs would vary based upon the extent of ground disturbing activity proposed and related review required under the Division of Historical Resources guidelines.

- 12) Regarding personal property, is everything state owned and supplied, or is the concessionaire expected to buy/furnish all the equipment? Please provide a detailed list of what is state owned and what the concessionaire must buy or provide.

Please refer to Section 2 Facilities, Space, and Equipment (page 4) of the Business Plan Packet for a list of Department owned facilities, space, and equipment that the Department anticipates granting the Concessionaire use of.

- 13) Please break down the operating expenses into individual groups including, but not limited to:
- a. Payroll
 - b. Owner Salaries
 - c. Maintenance
 - d. Utilities
 - e. Amortization/Depreciation

The Department does not have this information.

- 14) Please provide historical rate increases by year for the last several years

Rates have not increased during the previous five years.