

Questions and Answers*
Call for Business Plans SUP-BP #02-19
At Ellie Schiller Homosassa Springs Wildlife State Park

1. What kinds of animals are at the Park? Below is a list of animal species that the Park presently works with:

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|------------------------|---------------------------------|------------------------|
| 1) Otter | 21) FL. Manatee | 40) Musk turtle |
| 2) FL Panther | 22) White tailed deer | 41) Mud turtle |
| 3) Bobcat | 23) Key deer | 42) Coopers hawk |
| 4) FL Black bear | 24) Turkey | 43) Broad wing hawk |
| 5) Red tailed hawk | 25) Gopher tortoise | 44) Harris' hawk |
| 6) Bald eagle | 26) Box turtle | 45) Screech owl |
| 7) Whooping crane | 27) Pine snake | 46) Burrowing owl |
| 8) Golden eagle | 28) Hog nose | 47) Nile hippopotamus |
| 9) Barred owl | 29) Scarlet King snake | 48) Sandhill crane |
| 10) Barn owl | 30) FL King snake | 49) Night heron |
| 11) Caracara | 31) Red Rat snake | 50) Great Blue heron |
| 12) Great Horned owl | 32) Black Rat snake | 51) Little green heron |
| 13) Fox squirrel | 33) Copperhead | 52) Whistling duck |
| 14) Red wolf | 34) Diamond back
rattlesnake | 53) White pelican |
| 15) Red fox | 35) Timber rattlesnake | 54) Brown pelican |
| 16) Gray fox | 36) Pygmy rattlesnake | 55) White heron |
| 17) American alligator | 37) Yellow Rat snake | 56) Cormorant |
| 18) American croc | 38) Mole King snake | 57) Spoonbill |
| 19) Black vulture | 39) Cottonmouth | 58) Opossum |
| 20) Turkey vulture | | 59) Striped skunk |

2. List of inventory which will remain at the park. Below is the list of inventory which will remain at the Park:

- 1) Visitor Center:
 - a) Office #1 (closest to hallway exterior door) – office furniture, except for the office chair
 - b) Safe Room – office furniture, except for the mini fridge
 - c) Stock Rooms – shelving
 - d) Office #2 (closest to the gift shop) – office furniture
 - e) Gift Shop –Sales counter, corner glass display, lighted shelve display and white round table
- 2) Pepper Creek Terrace
 - a) Kitchen – Original sink/hood system
 - b) Terrace - Patio furniture
- 3) Wild-side (West Entrance)
 - a) Kitchen – Sink and center stainless table.
 - b) Gift Shop – Sales counter
 - c) Stock Room – shelving

3. Cost estimates for Capital Improvements. The Department will post this information to the website if it becomes available.
4. Can the Department report if the current concessionaire or the Department exercised their right of termination for convenience as outlined in DEP Agreement No. CA-1016? The Agreement is not being terminated. The Department and Cape Leisure Homosassa, LLC have mutually agreed to end the Agreement prior to the original expiration date of the Agreement (which will be done by Amendment).
5. Is the mutual termination for convenience provision in Section 21b of the Sample Agreement negotiable? Terms listed under General Conditions of the Sample Concession Agreement are standard terms included in all concession agreements. While all terms of concession agreements are negotiable, the General Conditions do not typically change. Please include any details regarding requested agreement terms in your Proposal.
6. May we view architectural building plans and or land surveys of the proposed concession areas? No. Per [Florida Statute 119.071\(3\)\(b\)](#); building plans, blueprints, schematic drawings, and diagrams, including draft, preliminary, and final formats, which depict the internal layout and structural elements of a building, arena, stadium, water treatment facility, or other structure owned or operated by an agency are exempt from s. 119.07(1) and s. 24(a), Art. I of the State Constitution. General land surveys and maps of the park facilities can be found in the Park's [Unit Management Plan](#).
7. Can you share the current methodology for allocating utility expense? Per paragraph D of DEP Agreement No. CA-1016, the Concessionaire is responsible for the costs of all utilities associated with its operations within the Park, including, but not limited to:
 - 1) Electricity: The Concessionaire shall contract with and make payment directly to the provider for Building #BL218002 and #BL218023.
 - 2) Water/Sewer: The Concessionaire shall contract with and make payment directly to the provider for the meter at the Visitor Center Pepper Creek Terrace Facility. The Department shall pay water and sewer fees for all remaining Facilities at the Park.
 - 3) Garbage: The Concessionaire shall contract directly with the service provider for adequate dumpster capacity. Location of dumpsters and frequency of pick-ups shall be pre-approved, in writing, by the Department or its designee. The Concessionaire shall provide, for use by Park visitors, recycle bins for plastics, paper, aluminum, and glass, at a minimum. Location and quantity of recycle bins shall be pre-approved, in writing, by the Department or its designee.
 - 4) Propane: The Concessionaire shall contract with and make payment directly to the provider.
 - 5) Telephone/Internet: The Concessionaire shall contract with and make

payment directly to the provider.

- 6) Vending Machines: If authorized in writing by the Department or its designee to provide vending machines, the Concessionaire shall pay a monthly fee to the Park of \$20.00 per vending machine not requiring heating element or refrigeration, and \$30.00 per vending machine requiring a heating element or refrigeration, unless the machine is located in an area where electricity is paid for by the Concessionaire.

Please note, Vending is not included in this Call for Business Plans.

8. Does the property have any water heaters that require a boiler permit? If yes, who is responsible for maintenance and inspection? There are no hot water heaters that require a boiler permit.
9. Can you please provide monthly sales by location for 2016 and 2017? The Monthly Reports of Concessionaire's Gross Sales for 2016, 2017, 2018, and 2019 will be posted to the website.
10. In Section 1.i.6 of the sample agreement, it states that the Concessionaire is responsible for the Utilities to operate the elevator to Pepper Creek Terrace. Who is responsible for the maintenance and permitting of the elevator? Of the Park's two elevators, the Department anticipates the Concessionaire will be responsible for maintenance and permitting of the kitchen service elevator. While the Department currently is responsible for maintenance and permitting of the visitor elevator, the Department is amenable to the Concessionaire assuming this role (as a negotiating point).
11. Can you please provide the plans for the new retail layouts referenced in the meeting along with any projected costs? Please refer to Question #6 above regarding plans and Question #3 above regarding costs.
12. Can they provide historical monthly utilities costs associated with the Concessions for the past 3 years? The Department will post this information to the website if it becomes available.
13. Who is responsible for cleaning the museum section of the Visitor's Center and the public bathrooms? The Department is responsible for these areas, except during afterhours events (which then becomes the Concessionaire's responsibility).
14. Are there any types of items not permitted in the park that might be sold at a gift shop? Merchandise sold in Parks must be pre-approved by the Park Manager and be in compliance with the Departments' Division of Recreation and Parks Operations Manual. Additional guidance and a partial list of prohibited items will be posted to the website.
15. Can the department please share any construction drawings or concept drawings for

the new park exit; the museum and gift shop(s)? Please refer to Question #6 above regarding plans.

16. Will you allow alcohol sales in the food and beverage outlets or only for special events and catering? The Department will consider proposals to sell alcoholic beverages at locations/times other than special events.
17. Please provide a comprehensive list of FF&E that will be available for our use once the incumbent removes their property. A list of remaining inventory is provided in the answer to Question #2 above.
18. Please describe any projects currently underway or planned in the near future which may affect the access to the park and access to areas within the park. The Department is only aware of the U.S. 19 project, which is nearing completion.
19. May we have a copy of the agreement between the Citizen Support Organization and the park? The agreement between the Department and the Friends of the Homosassa Springs Wildlife State Park, Inc. will be posted to the website.
20. Please describe and provide supporting materials (drawings, budgets, floorplans, renderings, etc.) pertaining to the projects mentioned on the site visit. For example, the renovation of the Visitor's Center interpretive exhibits, the relocation of retail and ingress/egress changes for the planned renovation. There are no plans available at this time for the Visitor Center interpretive exhibits. The plans for the ingress/egress will not be released at this time (Per Florida Statute 119.071(3)(b)).
21. Is there a plan in place for mildew (if it exists) remediation in the main visitor center? If mildew was found to be present, the Department will handle remediation.
22. Please provide the most recent environmental and real property inspection reports for the park facilities. This information is not available.
23. Please identify and provide supporting materials for any planned remediation or corrective actions for the park facilities. This information is not available.
24. When the contract starts, what infrastructure will remain for Wi-Fi. No infrastructure will remain.
25. Is catering exclusive to the new operator except for the CSOs and Department language on page 3 of 13 in the Business Plan? Other than as described above, the Department anticipates the Concessionaire will be the sole provider of special event management and catering for the Concessionaire's authorized Facilities.
26. Will 3rd party caterers be allowed to operate in our assigned spaces? Other than as described above in question 25 above, the Department anticipates the Concessionaire will be the sole provider of special event management and catering

for the Concessionaire's authorized Facilities.

27. Please clarify which transportation vehicles will be provided by the Department for a successful bidder to operate the trams and boat tours. The Park utilizes the following equipment for visitor transportation:

- 1) (4) Featherlight trams, 2 of which have ADA lifts. Trams with ADA lifts seat 25 people, those without seat 35 people.
- 2) (2) 2001 Dodge Ram 2500 P/U Trucks (Diesel)
- 3) (3) 30' Pontoon Boats (each boat seats ~ 45 people)

* Questions appear as submitted to the Department.