

Questions and Answers*
Call for Business Plans SUP-BP #05-19
At Fort Zachary Taylor Historic State Park

1. It was mentioned during the meeting about a map that designated the wedding ceremony sites for the park. Can this please be posted online?
[The map posted to the Call for Business Plans website shows the current wedding sites. Sites R-1, R-2, R-3 and R-4 are sites for wedding parties of more than six. Sites NR1 and NR2 are for wedding parties of six or less.](#)
2. Can the monthly gross sales reports for October, November and December 2019 be posted online?
[The reports are posted to the Call for Business Plans website.](#)
3. In the original concessionaire agreement, there is a several state owned equipment provided to concessions. Can you provide an updated list of state owned equipment that would be provided to the new concession agreement?
[The Department-owned equipment listed in the original Concession Agreement is accurate.](#)
4. Can the current amount of umbrellas, beach chairs and snorkels used in concessions be listed on the website? Is there any maximum number of equipment, did not see it listed in the UMP.
[Minimum and maximum inventory levels will be determined during negotiations based on the amount of beach access](#)
5. Regarding reservation scheduling of spaces and Group Entry Fees (items 'f' and 'g' under Scope of Work in CFBP Packet), does the concessionaire collect these fees as part of gross sales or are they a pass-through to the state?
[The current model for reservation scheduling is to include these amounts in Total Gross Sales. Group Entry Fees are collected by the Concessionaire and passed through to the Department.](#)
6. Can you tell me what kind of kitchen equipment is currently in that kitchen?
[The Department-owned equipment listed in the original Concession Agreement is accurate.](#)
7. Can we at any point see their kitchen? Maybe after hours?
[Please contact the Park Manager in order to set up an appointment time.](#)
8. What existing equipment and reservations transfer to the new concessionaire?
 - Chairs and Umbrellas? [This is the property of the current Concessionaire](#)
 - Snorkels and Masks? [This is the property of the current Concessionaire](#)

- Wedding Reservations? This is the property of the current Concessionaire
 - Kitchen Equipment? The Department-owned equipment listed in the original Concession Agreement is accurate.
 - Gift shop merchandise racks and cases? This is the property of the current Concessionaire
 - Dining tables and chairs? This is the property of the current Concessionaire
9. As one of the capital improvement to the park, you mentioned use of a generator. Can you please clarify what the generator ideally would be utilized for? I believe you referenced this in relation to the upgrades at the admission gate. Can you please clarify? A generator system is needed for back up emergency power to run both Ranger station buildings at the entrance of the park, to continue normal operations during power outages. There is currently no emergency backup generator system installed.
10. Are there any fees or commissions due to be paid to the former concessionaire from the new concessionaire?
No.
11. Is the concessionaire responsible for any maintenance for the sewer lift station?
No.
12. Can you provide the area (square footage) of the beach that would be under the operation of the concessionaire? I am asking this question specifically as it relates to sand re-nourishment.
The total beach area is approximately 1375' x75' (103,125 sf), and the area in front of the Concession Building which is impacted the most and more frequently needing to be addressed more often, is approximately 550'X75' (41,250 sf).
13. Would it be possible to extend the area allowed for alcoholic beverages and food beyond the cafe deck limits? Meaning, if a concessionaire proposed a process to monitor the sale of alcoholic beverages to other areas of the beach, would that be allowed by the State?
No.
14. Is there additional storage (storage pod) available to the concessionaire to utilized for special event rental equipment?
No, all Concessionaire storage in the Park is located at the Concession Building.

* Questions appear as submitted to the Department.