

## Questions & Answers Received In-Writing

Questions Accepted: 2/24/2021-3/3/2021

Answers to Additional Questions posted: 3/4/2021

1. Has our prior agreement been voided?

The referenced prior agreement expired on December 31, 2018. It has not been voided as a result of this Call for Business Plans.

2. If it has been voided, have the other 2 agreements been voided and are both of those vendors being asked to submit business plan cases to resume their operation? Captain Andersons & Ashley Gorman were the other 2 vendors who we shared the dock space previously with our Bay Point Lady.

Captain Anderson's currently holds two agreements to provide services in the park (one for each of two authorized vessels), each expiring on April 30, 2022. These agreements have not been voided as a result of this Call for Business Plans. There is no current agreement with Captain Bill Gorman to provide services in the park.

3. Lastly, we still remain interested in the Shuttle Ferry Service Operation . Are requests for business plans being considered for each component under section 1: Scope of work or is it the desire to have one concessionaire completing all of the services? Meaning, is it possible that there could be multiple vendors for the Shuttle Ferry Service Operation and that would be the only service we are approved to operate?

We encourage respondents to submit proposals that address any portion(s) of the scope of services that they wish to provide. It is not required that all components of the scope of services are addressed in the proposal. The final decision to award an agreement to provide services will depend on the Department's ability to negotiate a satisfactory agreement with the respondent and award may be made to the respondent whose proposal is of the greatest benefit to park visitors, the department and the State of Florida.

4. Are you planning to post more documents to the website regarding the St. Andrews concessions solicitation? Such as the current contract/permit that the current concessioner is under? Or the meeting attendee sign-in sheet, as is normally posted?

DEP Agreement No. CA-1415 was posted on February 11, 2021. The meeting attendee sign-in sheet was posted on February 26, 2021.

5. What is the maximum contract length allowed to be awarded legally to a concessionaire?

There is no legally defined maximum contract length.

6. What is the anticipated contract award date?

No official award date has been identified, the Department may award a contract or contracts upon the conclusion of successful negotiations.

7. We just found your opportunity here and see that we missed the mandatory on-site meeting on Feb 24th. Guessing there are not exceptions but thought I would ask since the proposal deadline has not passed yet.

Attendance to the on-site mandatory meeting is required to be eligible to submit a proposal.

8. Of the \$16M improvement funds how much is coming from FEMA?  
None of the improvement funds are coming directly from FEMA, an undetermined amount may be eligible for reimbursement from FEMA.
9. Is there a park hurricane plan stating what equipment is required to be removed from park in preparedness for eminent hurricane?  
This information would be included in the emergency action component of the Concessionaire's safety plan which must be approved by the department.
10. Is there an area where equipment would then be stored or does concessionaire need to locate?  
If, at the Park's election, equipment is required to be removed from the Park the Concessionaire would be responsible for off-site storage.
11. Is the rental building by marina/docks state owned or needs to be supplied by concessionaire?  
The rental equipment building by the marina/ docks is not owned by the State.
12. Does current concessionaire have an active beer/wine license?  
The current agreement authorizes the sale of alcoholic beverages. Alcohol sales are not occurring at this time and the status of the current concessionaire's alcohol license is unknown.
13. With the campsite renovation, will all campsites have electric?  
Yes.
14. By building code is there an approved structure material required for new camp store?  
For any Capital Improvements the Concessionaire will be responsible for adhering to local building codes as defined by the [Bay County Department of Builder Services](#).
15. Is there an approved dimension (not to exceed by) for new camp store?  
No.
16. Tram, although temporary, how many passengers should tram be able to transport, also considering COVID restrictions?  
The tram service exists as a support services for the ferry experience and should run as needed.
17. Is the Unit Management Plan current or is it expected to be updated in the coming years?  
The next Unit Management Plan update is due April 22, 2026.
18. What is average depth of water by marina and Shell Point?  
As of Thursday March 4, 2021, at 10:45 am the depth was 7 ft. at Ferry Dock and approximately 3 to 4 ft. at Shell Island dock. These depths will vary depending on seasons and tides.
19. With a start date of May 1, what date does DEP anticipate awarding the concessionaire?  
No official award date has been identified, the Department may award a contract or contracts upon the conclusion of successful negotiations.
20. Is there a tram service fee to park visitors?  
No.
21. Who are the current internet and Wi-Fi providers?  
The current Concessionaire.

22. As it relates to Pavilion Rental, under Additional Opportunities, does the incumbent currently charge and collect fees or it is retained by the state?  
There are currently no pavilion rental fees collected.
23. As it relates to Glamping, under Additional Opportunities, where within the park would such structures be allowed? Are there restrictions or areas that are off limits?  
Proposals for Glamping sites will be evaluated on a case-by-case basis.
24. Is plumbing currently constructed for the new Camp Store in the designated location or do the bidder need to account for that cost?  
There is no plumbing at the Camp Store.
25. Are CUAs (Commercial Use Authorizations) allowed within the park?  
Yes.
26. Do any currently exist?  
Yes.
27. Is there a limit of how many CUAs can operate within the park?  
No. Agreements are issued as a result of an identified need in the Park.
28. If yes, are CUAs limited on services provided to not impact on the state park concessionaire?  
Agreements are issued as a result of an identified need in the Park.
29. Is there any Department-owned equipment available for use by the Concessionaire?  
No.