

SUP#BP-03-21 Homosassa Springs Question and Answers

1. Please provide past and current pricing structure for the Garden and Pavilion Rentals starting in 2017?

The Pavilion is \$50.00 to rent plus a \$50.00 deposit. The Garden is \$100.00 to rent for the day plus a \$100.00 deposit. The Garden is \$200.00 to rent after hours plus \$200.00 deposit.
2. Who owns or contracts that ATM located in the Visitor Center?

The Park Citizen Support Organization.
3. The dates on the P/L posted for 2010 has a signature line dated 4/2010, and it appears the 2012 P/L is missing. Can the department confirm the 2010 P/L is for 2010 with a misprinted signature line?

We cannot confirm.
4. Can the Department provide a P/L for 2012?

The Department does not have the 2012 P&L statement on file.
5. How many passengers were transported on the boat tours each year for the years 2016, 2017, 2018, and 2019?

The Department does not maintain this data. The Park estimates that 75-80% of visitors utilize the boat and tram transportation.
6. How roughly how often (how many days per year) does the water in Pepper Creek reach levels too low to operate the boats?

The Park estimates 15-20 days per year.
7. What type of motor and power source do the boats have?

Ray Electric outboard, battery powered- 60 volts to operate.
8. How many passengers were transported on the tram/shuttle each year for the years 2016, 2017, 2018, and 2019?

The Department does not maintain this data. The Park estimates that 75-80% of visitors utilize the boat and tram transportation.
9. Has the Department, the CSO, or any other concessionaire, charged a fee for the boat or tram service in the past? If so, what was the fee schedule?

No.
10. How long (in minutes) is the average boat ride from the Visitor Center to the West Entrance?

15-18 minutes.

11. How many passengers do the boats hold?

The full capacity is 45 passengers.

12. Is there any equipment, such as refrigerators, cook tops, grills, presses, etc. in any kitchen, kitchen storage area, or food service area that is not listed in the Facilities Space and Equipment in the Final Business Plan Packet that will remain available for use by the incoming concessionaire? If so, where can the list of those items be found?

The use of Department owned inventory will be finalized through final negotiations, we anticipate that the following items will be available: Stainless Steel Prep Table, Pepper Creek Terrace sink, hood, and extinguisher system, Pepper Creek Terrace Patio Furniture, West Entrance Kitchen Sink, West Entrance Gift Shop Sales Counter, Corner glass display, Visitor Center Gift Shop sales counter, White round table and Lighted shelve display.

13. Does the Department have any insight as to why the current concessionaire does not sell alcoholic beverages at its food service locations?

No.

14. The Concession Agreement - Amendment #1 rewrites paragraph 26. In line with this new language, was a force majeure event reported as a cause for failure to perform?

Yes.

15. If so, what was the stated length and cause of the failure to perform?

The COVID-19 pandemic and associated park closures and capacity restrictions were the stated cause of the failure to perform. The length of the Park closure was approximately two months and the capacity restrictions were in place for over a year.

16. What were the measures taken to minimize the delay and failure?

None.

17. What is the current fee schedule for rental of Pepper Creek Terrace Facility, Garden of the Springs Pavilion and Gazebo, and any other space that is available to rent in the park whether or not the space is currently or has previously been used by a concessionaire?

The Pepper Creek Terrace Facility costs \$750 plus tax per day. The Pavilion is \$50.00 to rent plus a \$50.00 deposit. The Garden is \$100.00 to rent for the day plus a \$100.00 deposit. The Garden is \$200.00 to rent after hours plus \$200.00 deposit.

18. Are there any future public or private events scheduled by the Department, CSO, or Concessionaire? Please list the events, if there are any.

No.

19. Does the CSO directly sell and merchandise or services in the park? If so, what do they sell?
The CSO sells popcorn during some after hours events. They operate a coin operated telescope and two penny press machines. Additionally, they make ATM services available to Park visitors at two locations.
20. When will the educational programs and animal encounters resume?
No date has been determined.
21. The monthly commission reports for Jan, Feb, and March of 2021, report passthrough fees reported as "Online Sales of Passes". What are these passes for?
This refers to the online sale of Florida State Parks' annual entrance passes.
22. Does the concessionaire collect an additional fee for the sale of these passes that is reported in the gross revenue?
The Concessionaire does collect a \$5 online convenience fee which is not included in the calculation of total gross sales.
23. For the each of the years 2016, 2017, 2018, and 2019, how many of the reported Total Park Attendance were for children 5 and under?
The Department does not maintain this data.
24. What do the solar panels on the visitor center support? Who is responsible for the maintenance on them?
The solar panels are not functional.
25. Will the Department please provide park attendance for April and May of 2021?
Attendance for April was 21,987. Attendance for May was 16,734.
26. Will the Department please provide the current concessionaire's Monthly Report of Gross Sales report for April 2021.
The April 2021 Monthly Report of Gross Sales has been uploaded to the webpage.
27. Why are Interpretive Tours & Programs being removed from this Call for Business Plans?
The requested scope of services is as outlined in the Final Call for Business Plans packet. Additional services may be proposed.
28. Who will be managing Interpretive Tours and Programs at the park?
The Park staff will be managing this directly.
29. Can we include vending in our proposal?
We anticipate that all coin-operated vending will be provided by Division of Blind Services.

30. Can you please provide a list of state-owned equipment that will be authorized for the Concessionaire's use?

The use of Department owned inventory will be finalized through final negotiations, we anticipate that the following items will be available: Stainless Steel Prep Table, Pepper Creek Terrace sink, hood, and extinguisher system, Pepper Creek Terrace Patio Furniture, West Entrance Kitchen Sink, West Entrance Gift Shop Sales Counter, Corner glass display, Visitor Center Gift Shop sales counter, White round table and Lighted shelf display.

31. If we include the Tram/Shuttle System in our proposal under Additional Opportunities, can we use the existing trams on-site owned by the state?

Yes.

32. Regarding the Visitor Center, can you please clarify the renovation schedule and how it may impact the traffic to/from the park? Additionally, please clarify how the renovation may impact access to Pepper Creek Terrace and the kitchen space?

A renovation schedule has not been determined. It is anticipated the Visitor Center will remain open during construction.

33. Is the elevator still operational that takes equipment up to the Pepper Creek Terrace?

The elevator is not operational at this time.

34. Which party is responsible for repair and maintenance of the elevator that serves the Pepper Creek Terrace?

This will be determined through final negotiations.

35. Can you please provide the proposal Springs Provision Company submitted to SUP-BP #02-19?

The Springs Provision Company proposal has been uploaded to the webpage.