

UPDATE TO CONCESSION BID: LODGING CONCESSION

ISSUED: July 1, 2024

The question period is now closed.

NOTE: Questions pertaining to the bid package have been submitted. Department staff have provided responses. To ensure that all interested parties have the same information, please see the following:

QUESTION: What is the anticipated start date of the contract?

ANSWER: Mid-July, 2024.

QUESTION: How long is the initial term of the contract? Are there any options to extend?

ANSWER: It depends on the amount of initial capital investment that is proposed by the selected bidder(s). For example, should a bidder propose to install glamping tents for an initial capital investment is approximately \$30,000, the contract may be awarded for seven-year term; if a bidder proposes to construct geo-domes where an initial capital investment is approximately \$2 million, the contract may be awarded for a twenty-year term with a renewal option of five-years. The Department does not have a formal scale developed. Decisions on term years will be decided upon review of all bids.

QUESTION: Are the provided revenues for the current concession offerings at each park? Can a breakdown per service (lodging, f&b, rentals, etc.) be provided per park?

ANSWER: The provided revenues are all that is currently available, and it includes all current amenities. No breakdown per service can be provided.

QUESTION: Under this new contract, will the awarded contractor take over the existing concession operations at these locations as well, or only lodging operations?

ANSWER: Only the lodging options as outlined within the bid document are awarded. The contract does not include management of existing campgrounds. Where identified, existing lodging will be turned over to the selected bidder. Please refer to Section 6, Site Data, for those locations/units.

QUESTION: Just to confirm, are bidders allowed to submit proposals on just one location?

ANSWER: Yes. Bidders may submit a bid that includes anywhere from one to all nine locations.