

Greenbrier State Park Concessions

K00R2600092

Questions and Answers

1. Q: Can you provide historical revenues for this operation for the past (5) years (gross revenues by concession, P&L statements, etc.)?

A: 2021 - May through September gross revenue: \$191,433.27

2020 - May through September gross revenue: \$195,711.99

2019 - May through September gross revenue: \$100,383.00

2018 - May through September gross revenue: (dam repairs/lake lowered no swimming)
no concession vendor commission.

2017 - May through September gross revenue: \$141,909.65
P&L Statements cannot be provided

2. Q: Can you please provide park visitation for the past (5) years?

A: 2021 - May through September visitation: 322,017

2020 - May through September visitation: 355,944

2019 - May through September visitation: 236,287

2018 - May through September visitation: 163,923 (dam repairs/lake lowered no swimming)

2017 - May through September visitation: 262,458

3. Q: Can the incumbent's existing food and beverage menu be shared?

A: No

4. Q: Can the incumbent's boat rental rate card be shared?

A: No

5. Q: What inventory is the operator required to provide as part of the beach store?

A: There is no specific inventory required. The concessionaire will be responsible for selling food/beach related items/boat rentals. The park is operating the CAMP store which will only sell items related to camping.

6. Q: Is there an assurance that the hood system does work and has been certified/approved by the health department?

A: The hood system does work and the current vendor is responsible for having it cleaned/approved annually.

7. Q: Can the new operator, sell park branded retail items such as hats, re-usable cups?

A: Yes, park branded retail items however, items cannot contain the MPS logo.

8. Q: When will bid announcement be made?

A: The winning vendor will be sent contracts to sign approximately 1 week after the bid opening. The award will not be official until it is approved by the Board of Public Works in May.

9. Q: Can monthly P&L statements of the incumbent be shared for review?

A: No

10. Q: Can you elaborate on how trash will be handled under the new contract? Can we have a dumpster, or is daily pick-up of kitchen debris required?

A: There are 2 park rented dumpsters located in the storage field area the vendor is permitted to use. Moving trash from the concession building area to the dumpster is the responsibility of the vendor.

11. Q: Are we allowed to advertise "packages" such as a Beach Party that would include a menu, on water activities, etc.?

A: Contractor is prohibited from advertising packages or services that are reservable as we operate on a first come, first served basis and routinely fill to capacity. If the contractor wanted to sell basic bundles such as 1 hr. paddleboat and 2 ice creams for \$50 (just an example) that would be okay.

12. Q: As a follow-up to the above question, can we run any in water activities outside of the swim area with our own lifeguards? For example, we have an inflatable water trampoline with a slide that we use for beach parties. This would be anchored out and we'd have the participants use kayaks or paddle boards to get out to it to use it.

A: No swimming/in-water activities are permitted outside of the designated swimming per our aquatic management plan and COMAR

13. Q: I know we asked already, but to follow-up after today, we want to make sure we are able to rent paddle boards, kayaks, and canoes?

A: Due to the increased risk of boat flips, we are only allowing paddle boats/row boats at this time.

14. Q: This is just a way out there question, we are a Scuba Dive Operator as well, would this activity be allowed in the lake?

A: No scuba diving in the lake

15. Q: Will we be allowed to bring in a shed for equipment storage and if so, can it stay up during the length of the contract and what would be the maximum size?

A: No additional sheds can be placed on site. The contractor may utilize the storage room in the concession building for off season storage.

16. Q: Please provide the previous bid results from the current contract.

A: 24.1%

17. Q: Can the vendor add their own signage to the building?

A: Vendor is required to have the company name posted on the building. Signage can only be posted on the concession building and may not be posted elsewhere in the park.

18. Q: Is there a cap on the number of vessels allowed on the water at a time?

A: No

19. Q: Is there a minimum number of vessels required for renting?

A: No minimum/maximum number of vessels listed in the contract, park manager discretion.