

DEPARTMENT OF NATURAL RESOURCES  
AND ENVIRONMENTAL CONTROL  
DIVISION OF PARKS AND RECREATION

MOBILE BEACH ACCESSORY RENTAL  
AND SNACK FOOD SERVICE  
AT GORDON'S POND  
CAPE HENLOPEN STATE PARK

PROPOSAL QUESTIONS AND ANSWERS

QUESTION: How often is the beach at Gordon's Pond raked?

RESPONSE: Park staff rake the beach 1 to 2 times per week during the summer months and ensures it is ready for weekend visitors. The beach is also raked as needed if weather becomes a factor.

QUESTION: Is there any way that park staff can reduce the number of green head flies at Gordon's Pond?

RESPONSE: No treatments are available to reduce the number of green head flies in the area. These flies are brought in by the wind from the pond and/or the marshy areas near Gordon's Pond.

QUESTION: Is there piping plover protection in the Gordon's Pond swimming area?

RESPONSE: No, we do not currently have piping plover protection in this area of Cape Henlopen State Park.

QUESTION: Is price a heavily weighted criterion for this bid proposal?

RESPONSE: Price is taken into consideration but items such as experience, expertise and financial condition are also considered. The criteria and weight for each criterion is outlined in the Request for Proposal.

QUESTION: Would the Division consider an alternate location for the mobile snack food service (i.e. pavilion next to the Gordon's Pond parking area)? Chairs and umbrellas would be located on the beach.

RESPONSE: The Division would consider but could not guarantee an alternate location for snack food sales. Bidder may submit a site plan and description as part of their response to our Request for Proposal.

QUESTION: For a newly formed company, what documents should we provide to prove our financial condition?

RESPONSE: For a newly formed company, the Division would require articles of incorporation or an LLC operating agreement, two (2) years of income tax returns for all parties, and the personal financial statement included in the Request for Proposal for all parties.

QUESTION: What was the annual contract fee last year?

RESPONSE: The annual contract fee for 2011 was \$6,500.00.

QUESTION: With regard to selling products of different brands, what documents do we need to provide to prove their quality?

RESPONSE: The nutritional facts for those items would be needed.

QUESTION: What information is more important for you in a marketing plan?

RESPONSE: The promotion of Cape Henlopen's activities and facilities should be the primary focus for the marketing plan.