



State of Delaware
Department of Natural Resources and Environmental Control
Delaware Division of Parks and Recreation
89 Kings Highway
Dover, Delaware 19901

November 14, 2016

TO: ALL OFFERORS

FROM: ARIEL HORNIK
PARALEGAL I, DIVISION OF PARKS AND RECREATION

SUBJECT: CONTRACT NO.: NAT16007_FISH SERVICES_HEADBOAT Q&A

ADDENDUM #1 Q&A

QUESTIONS AND ANSWERS

- 1. Page 44 Attachment 11a Bond form: At my bank there are no longer certified checks. They only issue cashiers checks. Is that a suitable form of bond?**

For purposes of this RFP, a cashiers check is a suitable form of bond.

- 2. Page 50 Contract Fee Part 2. In order to make an accurate proposal, I need to know if customers of bait and tackle, seafood, fish cleaning, or headboat are going to have to pay to park. If that is the case, that would completely hinder the ability of such businesses and put those businesses at a disadvantage with like businesses in the area.**

There currently are not Park entrance fees at this site. The Division reserves the right to add daily entrance fees at this site in which it will be the expectation of the Division that all visitors would pay daily entrance fees, self-registration where applicable or procure an annual pass. However, the Division will give Awarded Vendor sufficient notice prior to adding a fee booth, automatic fee collection system or vehicle self-registration pay.

- 3. Page 51 Utilities and Fuel Paragraph 1: In order to make an accurate proposal, I need to know how much water is going to cost. And is the cost of trash and recycling going to be a negotiable amount based on usage?**

The cost of water will be based on the Awarded Vendor's consumption and rates issued by the water company. The cost of trash and recycling will not be negotiable as it is pass through cost from the State of Delaware contractual fees. The first chart below reflects the water expenses in relation to the

current Vendor's operation. The second chart reflects the State of Delaware contractual rates for trash and recycling:

Billing Dates	Water Utility Expenses
5/5/16 to 8/1/16	\$618.00
2/1/16 to 5/5/16	\$259.26
11/4/15 to 2/1/16	\$371.78
7/29/15 to 11/4/15	\$490.39

Billing Dates	Trash Removal	Recycling Removal
April 2016	\$287.51	\$74.48
May 2016	\$287.51	\$74.48
June 2016	\$431.27	\$74.48
July 2016	\$431.27	\$74.48
August 2016	\$431.27	\$74.48
September 2016	\$431.27	\$74.48
October 2016	\$287.51	\$74.48
November 2016	\$143.76	\$74.48

4. Page 53 Trash Removal and Use of Recycling Products: Just the same question as on page 51.

Please refer to question 3's response.

5. Page 53 Franchise Limitations No. 1: If vendor has exclusivity, and the division decides to provide auxiliary fish cleaning stations on the docks, how is the division going to guarantee that others are not charging to clean fish at those stations?

The vendor shall has exclusivity for commercial Fish Cleaning, Seafood, Bait and Tackle Sales and Head Boat Fishing at Indian River Marina with the exception to Division proگرامing and events, the general public's use and special activity permitting. No outfitters or other commercial business shall operate in this area other than the Vendor for normal daily operations without express permission from the Division. For all instances, the Vendor shall be notified by the Division of all activities. For all instances, the Division will work with Awarded Vendor on station management.

6. If the vendor has exclusivity, and the division reserves the right to schedule events that may include fish cleaning, seafood, bait and tackle sales and headboat fishing how is that exclusive?

The vendor shall have exclusivity for commercial Fish Cleaning, Seafood, Bait and Tackle Sales and Head Boat Fishing at Indian River Marina with the exception to Division programming and events, the general public's use and special activity permitting. No outfitters or other commercial business shall operate in this area other than the Vendor for normal daily operations without express permission from the Division. For all instances, the Division will work with the Awarded Vendor on event management.

7. Page 58 No. 23.: If minor building fixtures include locks, light bulbs, storm doors, etc., are all those fixtures going to be new at time of contract?

The items in question are maintained and kept in serviceable condition and therefore will not be replaced at the time a Vendor is Awarded Contract.

8. Page 59 Division Responsibilities No 2.: Same question from page 51, how much is the water usage charge?

Rates are issued by and subject to change at the discretion of the water company. Additionally, water consumption may vary. Below shows the previous year cost of water with our current vendor:

Billing Dates	Water Utility Expenses
5/5/16 to 8/1/16	\$618.00
2/1/16 to 5/5/16	\$259.26
11/4/15 to 2/1/16	\$371.78
7/29/15 to 11/4/15	\$490.39