



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

**May 12, 2017**

TO: ALL OFFERORS

FROM: REBECCA LOVIN  
PARALEGAL III, DIVISION OF PARKS AND RECREATION

SUBJECT: **CONTRACT NO.: NAT17003\_EQUESTRIAN, PUBLIC RECREATION  
EQUESTRIAN PROGRAM AT BELLEVUE STATE PARK QUESTIONS AND  
ANSWERS**

**ADDENDUM # 1 Q&A**

1. Both of the opportunities are situations where we pay the state X amount to provide our recreational services to either of these two communities, correct?
  - There is a minimum annual fee that the Vendor is responsible for paying annually. In addition, the Vendor will pay a negotiated % of their gross receipts from their operations.
2. Will the state pay the vendor at all or we as the vendor pay the state the annual fees plus a percentage of gross sales for use of the location?
  - The State does not pay the Vendor as part of the contract as the State is providing the venue and business opportunity for a Vendor to run a business. The State is requesting services be provided and there is a business benefit to the Vendor. The Vendor is responsible for paying fees and taking care of any deliverables as noted in the Request for Proposal.
3. Are you picking more than one vendor or open to that possibility?
  - We are open to partnerships and multiple vendors, especially at the Lums site, but they would surely have to complement each other. As far as the services being offered, we are open to the creativity of the vendor community to put forth what they feel would go well at the site. We're looking for it to complement the park environment. Any partnership opportunities shall adhere to the Joint Venture requirements in the Request for Proposal.
4. Please confirm that any state business can participate in the RFP process.
  - This RFP is open. There are no state's excluded.

5. Am I able to submit as a consultant to this project?
  - We are open to partnerships and multiple vendors. Any partnership opportunities shall adhere to the Joint Venture requirements in the Request for Proposal. If your business determines to submit a proposal, please keep in mind that we are looking for the services requested in the RFP to be met and it will be scored accordingly.
6. Why are there so many different bid numbers?
  - This solicitation is listed under multiple UNSPSC's (United Nations Standard Products and Services Code). An offeror need respond to only one listing.
7. Has the bid bond requirement been waived as stated?
  - Yes, the Bid Bond requirement has been waived. There is a Performance Bond required for the Awarded Vendor.