

**RESPONSES TO QUESTIONS RECEIVED PRIOR TO THE QUESTIONS  
AND INQUIRIES DEADLINE OF APRIL 9, 2025**

**Mobile Food Concession at Cape May Point State Park**

1. **Question:** Can you provide annual revenue from 2021 – 2024 for these locations?

**Response:** Annual revenue from 2021-2024 for the Mobile Food Concession operated by a previous concessionaire is summarized below.

**2021 – Total Gross Revenue: \$75,580.11**

**2022 – Total Gross Revenue: \$84,777.04**

**2023 – Total Gross Revenue: \$87,215.13**

**2024 – Total Gross Revenue: \$87,290.22**

2. **Question:** Is there a list of current equipment on site for each location?

**Response:** The Department is not providing Department-owned equipment for use by Concessionaire at this location. The mobile unit and equipment must be provided by Concessionaire.

3. **Question:** Is there an opportunity to walk the properties if we were we to move forward with a bid?

**Response:** Yes. Site visits may be scheduled by contacting the Cape May Point State Park Superintendent at [Mark.Suberati@dep.nj.gov](mailto:Mark.Suberati@dep.nj.gov).

4. **Question:** Do these properties currently have a liquor license? If not, if there any opportunity for one?

**Response:** No, this property does not currently have a liquor license. There is no opportunity for a liquor license at this location.

5. **Question:** Under 3.12 License, Permits & other required documents: Please advise who does the health inspection? Is it state inspection or local Cape May County Health inspection? Also, do I need Township of Lower and/or State License?

**Response:** As specified in Paragraph 35 of the Agreement, “Concessionaire shall obtain, pay for, maintain, and comply with all licenses, permits, certifications, authorizations, approvals, or any other documents required by all applicable government agencies having jurisdiction over the Concession Premises or the conduct of Concessionaire's operations thereon” Furthermore, Concessionaire is responsible for determining which licenses, permits, certifications, etc. are applicable to the

mobile unit they propose to operate. The Department recommends contacting the New Jersey Department of Health to determine what entity is responsible for health inspections of mobile units at this location.

The Department is unable to confirm whether Concessionaire would need a license from the Township of Lower. The Department recommends contacting the Township of Lower to determine whether any licenses, permits, certifications, etc. are required.

6. **Question:** Under Ownership Disclosure Form: Question 2 & 3: I am an LLC and on ownership. Disclosure form, do I consider myself as sole proprietor or limited liability company?

**Response:** Section 2 of the Ownership Disclosure Form specifies that “A Sole Proprietor is a person who owns an unincorporated business by himself or her-self. A limited liability company with a single member is not a Sole Proprietor.” Therefore, if the vendor is a limited liability company, the Bidder should indicate that the vendor is a limited liability company on the Ownership Disclosure Form.

7. **Question:** Under Organizational Structure Question; Part II - Page 7: Does an organizational chart need to be done if I am only a sole individual and not hiring employees?

**Response:** No, a sole individual who proposes to operate without employees does not need to create and submit an organizational chart. However, the Bidder should make clear in their application that they are not submitting an organizational chart because they propose to operate without employees, volunteers, or other staff.