

RESPONSES TO QUESTIONS RECEIVED PRIOR TO THE QUESTION CUT-OFF DATE: COIN-OPERATED BINOCULAR MACHINES CONCESSION AT VARIOUS STATE PARK SERVICE AREAS

1. **Question:** I would like to ask what the gross receipts have been in previous concessionaire's annual report(s) as well as the operating expenses associated with running this concession.

Response: Please refer to the following table summarizing Gross Receipts and Operating Expenses for Coin-Operated Binocular Machines Concession LE18-005 from 2018 through 2022:

<u>Location</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>
<u>Barnegat Lighthouse State Park</u>					
Revenue	\$1,993.46	\$1,770.00	\$0.00	\$2,197.99	\$712.75
Operating Expenses	\$1,400.00	\$1,400.00	\$859.00	n/a	n/a
<u>Cape May Point State Park</u>					
Revenue	\$912.97	\$905.02	\$0.00	\$1,487.17	\$785.84
Operating Expenses	\$800.00	\$800.00	\$344.00	n/a	n/a
<u>Fort Mott State Park</u>					
Revenue	\$218.74	\$355.17	\$0.00	\$481.21	\$330.54
Operating Expenses	\$800.00	\$800.00	\$344.00	n/a	n/a
<u>High Point State Park</u>					
Revenue	\$1,430.36	\$1,287.03	\$1,838.82	\$1,605.95	\$1,685.29
Operating Expenses	\$1,400.00	\$1,400.00	\$1,160.00	n/a	n/a
<u>Liberty State Park</u>					
Revenue	\$13,016.89	\$12,546.09	\$6,291.27	\$10,063.56	\$8,589.75
Operating Expenses	\$8,900.00	\$8,900.00	\$6,850.00	n/a	n/a
<u>Twin Lights Historic Site</u>					
Revenue	\$411.56	\$346.89	\$254.62	\$319.25	\$210.72
Operating Expenses	\$550.00	\$500.00	\$394.00	n/a	n/a
Total Revenue (All Locations)	\$17,983.98	\$17,210.20	\$8,384.71	\$16,155.13	\$12,314.89
Total Operating Expenses (All Locations)	\$13,850.00	\$13,800.00	\$9,951.00	n/a	n/a
*The Department does not have 2021 and 2022 Operating Expenses figures available at this time.					

2. **Question:** How often do these machines require concessionaire to physically visit the locations.

Response: In accordance with Subparagraph 13(B) of the Bid Specifications, Concessionaire shall submit to the Department, for approval, a written annual schedule of anticipated collection dates for each approved location set forth in Exhibit A (“Collection Schedule”), prior to commencement of any Period of Operation. The Department does not specify a minimum frequency of visits that Concessionaire must adhere to; however, approval of the Collection Schedule is at the Department’s sole discretion.

The Department would like to note that all coin-operated binocular machines are to be provided by Concessionaire; no equipment will be provided by the Department.