

RESPONSES TO QUESTIONS RECEIVED PRIOR TO THE QUESTION CUT-OFF DATE OF SEPTEMBER 5, 2024: CROSS-COUNTRY SKI/SNOWSHOE CONCESSION AT HIGH POINT STATE PARK

1. **Question:** What were the revenues for the past three years?

Response: Please refer to the following table summarizing total gross revenue for the previous Cross-Country Ski/Snowshoe Concession at High Point State Park:

High Point State Park - Cross-Country Ski/Snowshoe Concession	<u>2021/2022</u>	<u>2022/2023</u>	<u>2023/2024</u>
Total Gross Revenue	\$ 50,745.00	\$ 5,654.00	\$ 57,264.82

2. **Question:** How many customers were served in each of the past three years?

Response: Please refer to the following table summarizing total number of trail passes sold for the previous Cross-Country Ski and Snowshoe Concession at High Point State Park:

High Point State Park - Cross-Country Ski/Snowshoe Concession	<u>2021/2022</u>	<u>2022/2023</u>	<u>2023/2024</u>
Total Number of Trail Passes Sold	1,580	194	1,456

3. **Question:** Was snowmaking used in any of the last three years?

Response: The Department approved snowmaking proposals from the previous Concessionaire for the 2022/2023 and 2023/2024 seasons. However, snowmaking was not implemented for either of those seasons.

4. **Question:** Do you expect the previous operator to bid on the concession opportunity, or are they no longer interested?

Response: Paragraph 65 of the Bid Specifications provides that “questions must be directly tied to the Bid Specifications and each question should begin by referencing the page numbers and the paragraph number of the Bid Specifications to which it relates.” The question does not comply with these requirements; therefore, the Department is unable to answer the question.

5. **Question:** Can you provide more detailed specifications of the "Lake Marcia Pumps"?

Response: The Department believes the Lake Marcia Pumps were manufactured by Marlo or Bell and Gosset. One pump does not have discernible markings indicating a model number or other identifying information (Pump #1). The other pump has markings that read "B&G PW8-81" (Pump #2) (the markings can be seen in the fourth image below). Pump #2 has also been identified by a licensed contractor as model number 1531 manufactured by B&G Pump & Motor.

The pumps were originally used for water supply purposes at High Point State Park. However, the pumps have not been used since 1984.

The Department authorized the previous Cross-Country Ski /Snowshoe Concessionaire to have Pump #2 serviced by a licensed contractor. The work was performed in November 2023 and included:

- Disassemble, sand blast and check all critical fits
- Furnish and install new motor bearings
- Furnish and install new shaft sleeve
- Furnish and install new mechanical seal and gaskets

The Department has revised Subparagraph 20(B) of the Bid Specifications to add the following statement: "The Lake Marcia Pumps are provided "as is" and Department makes no guarantees regarding their condition or their suitability for snowmaking operations."

The Lake Marcia Pumps are not required to be used as part of any proposed snowmaking operation. Concessionaire may propose to use a different pump(s) provided by Concessionaire.

The following images show the Lake Marcia Pumps and the plumbing inside the pump house.







6. **Question:** Implementing snow making is likely to require significant capital. Would the Department be able to grant additional option periods if snow making is implemented? It will likely take many years to recover such an investment.

Response: The Department has revised Paragraph 3 (TERM) of the Bid Specifications, and related references to the “Renewal Term” throughout the document, to add the option for an additional four-year renewal term if Concessionaire successfully produces snow for at least two consecutive seasons. The total potential duration of the Agreement is now ten (10) years (3 years plus 3 years plus 4 years). The Department also revised Paragraph 6 (COMPENSATION ANALYSIS) to specify that a compensation analysis may be performed during the Second (2nd) Renewal Term. The revised Bid Specifications document, revised Exhibit F, and revised draft Agreement can be viewed at <https://dep.nj.gov/otpla/high-point-state-park-cross-country-ski-snowshoe-concession/>