

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

Boat-Livery Concession at Bass River State Forest

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

Response: Annual revenue from 2019-2022 for the Boat-Livery Concession operated by a previous concessionaire is summarized below. The Concession was not operational in 2023 and 2024.

2019 – Total Number of Rentals: 1,056
Total Gross Revenue: \$15,266.53

2020 – Total Number of Rentals: 234
Total Gross Revenue: \$26,157.58

2021 – Total Number of Rentals: 550
Total Gross Revenue: \$15,266.53

2022 – Total Number of Rentals: 482
Total Gross Revenue: \$15,291.43

2. **Question:** If this concession was operated in the past, please provide annual number of rentals and revenues, or the same information if it was operated by the Park.

Response: Please refer to the responses to Question 1 above.

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

Response: The Department is not providing Department-owned boats or related equipment for use by Concessionaire at this location. All boats and related equipment must be provided by Concessionaire. The Department is providing a 10' by 12' storage shed on the beach and a boat rack adjacent to the water for use by Concessionaire.

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

Response: Yes. As specified in Paragraph 3.2 of the Request for Proposal, site visits may be scheduled by contacting the Bass River State Forest office at (609) 296-1114.

5. **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.

6. Concession Agreement Document - Page 5 - Section 6: Days and Hours of Operation and Limitations, Subsections C & D - Is the expectation that inclement weather will trump the 48-hour notice and allow concession operations to temporarily close or halt? For instance, if a severe thunder and lightning storm that is not forecast 48 hours in advance appears, can operations be closed for safety? Or must operations remain online, unless the State determines a closure on late notice is warranted?

Response: The Proposed Concession Agreement requires that Concessionaire submit closure requests, for Department approval, at least 48 hours in advance of implementation. However, the Department believes it is important for Concessionaire to have the ability to close the concession on short notice to ensure the safety of customers and employees. Therefore, the Department has revised Paragraph 6 of the Proposed Concession Agreement to allow Concessionaire to close the Concession on short notice to ensure the safety of Concessionaire's customers and employees. The Department also revised Paragraph 40 of the Proposed Concession Agreement. The revised Proposed Concession Agreement can be viewed at <https://dep.nj.gov/otpla/request-for-proposal-le25-040-bass-river-state-forest-boat-livery-concession/>.

* Note: Question 6 was asked regarding RFP Number LE25-044, Stokes State Forest Boat-Livery Concession. The Department's response necessitated revisions to the Proposed Concession Agreements for all available boat-livery RFPs, including RFP Number LE25-040. Therefore, the Department is including the question and response in this document.