

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

Boat-Livery Concession at Swartswood State Park

1. **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: Annual revenue from 2021 for the Boat-Livery Concession operated by a previous concessionaire and revenue from 2022-2024 for the boat rental operation administered by the State Park Service was as follows:

2021 – Total Number of Rentals: 332

Total Gross Revenue: \$6,600

***Operated by a previous concessionaire.**

2022 – Total Number of Rentals: 1,070

Total Gross Revenue: \$16,289.00

***Operated by State Park Service.**

2023 – Total Number of Rentals: 1,105

Total Gross Revenue: \$16,741.00

***Operated by State Park Service.**

2024 – Total Number of Rentals: 355

Total Gross Revenue: \$5,475.00

***Operated by State Park Service. Campground closed for 2024 season.**

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

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: Concessionaire will be authorized to use the following Department-owned boats and equipment:

Seven (7) Perception Jocassee

Two (2) Ocean Kayak Malibu 9.5

Two (2) Ocean Kayak Malibu 2XL

Two (2) Lifetime Spitfire

Paddles and Personal Floatation Devices (PFDs)

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 RFP, site visits may be scheduled by contacting the Swartswood State Park office at (973) 383-5230.

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 LE25-045. Therefore, the Department is including the question and response in this document.