

RESPONSES TO QUESTIONS RECEIVED PRIOR TO THE QUESTION CUT-OFF DATE OF FEBRUARY 20, 2024: MOBILE FOOD LICENSE AT LIBERTY STATE PARK

1. **Question: Page 1, Subparagraph 1(B) (SCOPE OF LICENSE)** – Did one entity run all three areas and therefore all three are opportunities?

Response: One entity operated three mobile units at Liberty State Park, at Areas B, D, and G, under a single License Agreement, from 2021 through 2023. The Department offered License Opportunities for Areas A, C, F, and E in 2022 and 2023 but did not enter into agreements with any bidders. The License Agreement authorizing use of Areas B, D, and G expired on December 31, 2023. Therefore, the Department included Areas A, B, C, D, E, F, and G in the current License Opportunity (LE24-059).

2. **Question: Page 1, Subparagraph 1(B) (SCOPE OF LICENSE)** – Example location A is my permit I'm selling burger and fries Location B some other guy also selling burger and fries Is this possible or not?

Response: Yes, this would be possible. However, in accordance with Subparagraph 1(B), the Department reserves the right to limit the issuance of Mobile Food Licenses at each Location to a maximum of one (1) to bidders whose primary offering will be ice cream.

3. **Question: Page 3, Paragraph 6 (HOURS OF OPERATION AND LIMITATIONS)** – Did the areas remain open after summer?

Response: Three mobile units were operated at Liberty State Park, at Areas B, D, and G, under a single License Agreement in 2023. The three units were operated until October 28, 2023.

4. **Question: Page 7, Paragraph 11 (MONTHLY REPORT)** – What were gross receipts for Memorial Day to Labor Day 2023 for the three areas individually and the operating expenses for same?

Response: Three mobile units were operated under a single License Agreement at Liberty State Park in 2023, at Areas B, D, and G. Total Gross Receipts for Memorial Day to Labor Day 2023 for the three mobile units are summarized in the following table. Please note that the figures below are the combined Total Gross Receipts for the three mobile units that were operated at Areas B, D, and G – the Department did not require separate accounting for each mobile unit.

Month	Total Gross Receipts
May 2023 (beginning May 29, 2023)	\$ 3,506.00
June 2023	\$ 20,875.00
July 2023	\$ 28,984.00
August 2023	\$ 28,781.00
September 2023 (ending September 4, 2023)	\$ 6,528.00

The Department does not require operating expenses to be reported by month. The combined operating expenses for the three mobile units that were operated at Areas B, D, and G reported for the entire Period of Operation (March 24, 2023 through October 28, 2023) totaled \$93,952.00.

5. **Question: Page 9, Paragraph 16 (STAFF)** – Is one person sufficient to smoothly operate in each area?

Response: Appropriate staffing levels may vary based on the nature and scale of the proposed operation. Licensee is responsible for ensuring appropriate staffing of the mobile unit(s). However, Department may require increased staffing during the term of an agreement if it determines that Licensee has not engaged a sufficient number of reliable, competent, and qualified staff.

For additional information, please refer to Paragraph 16 (STAFF) of the Bid Specifications, which can be viewed at <https://dep.nj.gov/otpla/liberty-state-park-mobile-food-licenses/>.

6. **Question: Prequalification Application and Bid Proposal Form** – How much money previous bidder bid A,B,C,D,E,F,G locations?

Response: The Department received two proposals in response to License Opportunity LE21-034 for Mobile Food Licenses at Liberty State Park in 2021. The Department did not receive any proposals in response to License Opportunity LE21-034 for Mobile Food Licenses at Liberty State Park in 2022. The Department received two proposals in response to License Opportunity LE23-053 for Mobile Food Licenses at Liberty State Park in 2023. The proposals are summarized in the following tables. Please note that the Department awarded agreements to two separate bidders in 2021 and one bidder accepted the opportunity. The Department awarded agreements to two separate bidders in 2023, but both bidders declined the opportunity.

2021 – LE21-034 – Bidder A:**Mobile Unit 1**

Locations	Preference of Location (Rank on a scale of 1 through 7)	Bid Proposal
Park Office Location:		
Area A		
Area B	1	\$ 3,500.00
Freedom Way Playground Location (Lot #7):		
Area C		
Area D		
CRRNJ Terminal Location (Lot #9):		
Area E		
Area F		
Area G		

Mobile Unit 2

Locations	Preference of Location (Rank on a scale of 1 through 7)	Bid Proposal
Park Office Location:		
Area A		
Area B		
Freedom Way Playground Location (Lot #7):		
Area C		
Area D		
CRRNJ Terminal Location (Lot #9):		
Area E		
Area F		
Area G	1	\$ 3,500.00

Mobile Unit 3

Locations	Preference of Location (Rank on a scale of 1 through 7)	Bid Proposal
Park Office Location:		
Area A		
Area B		
Freedom Way Playground Location (Lot #7):		
Area C	1	\$ 2,100.00
Area D	1	\$ 2,100.00
CRRNJ Terminal Location (Lot #9):		
Area E		
Area F		
Area G		

2021 – LE21-034 – Bidder B:

Locations	Preference of Location (Rank on a scale of 1 through 4)	Bid Proposal
Park Office Location:		
Area A	3	\$ 1,800.00
Freedom Way Playground Location (Lot #7):		
Area C	4	\$ 1,800.00
CRRNJ Terminal Location (Lot #9):		
Area E	2	\$ 2,100.00
Area F	1	\$ 2,100.00

****The Department offered a second bidding opportunity for LE21-034 after Areas B, D, and G were awarded to Bidder A. Bidder B submitted a proposal in response to this second opportunity, which only included Areas A, C, E, and F.**

2022 – LE21-034: No bids received.

2023 – LE23-053 – Bidder A:

Locations	Preference of Location (Rank on a scale of 1 through 4)	Bid Proposal
Park Office Location:		
Area A	2	\$ 1,000.00
Freedom Way Playground Location (Lot #7):		
Area C	1	\$ 1,000.00
CRRNJ Terminal Location (Lot #9):		
Area E	4	\$ 900.00
Area F	4	\$ 900.00

2023 – LE23-053 – Bidder B:

Locations	Preference of Location (Rank on a scale of 1 through 4)	Bid Proposal
Park Office Location:		
Area A	3	\$ 900.00
Freedom Way Playground Location (Lot #7):		
Area C	4	\$ 900.00
CRRNJ Terminal Location (Lot #9):		
Area E	2	\$ 1,000.00
Area F	1	\$ 1,000.00

7. **Question: Prequalification Application and Bid Proposal Form – Can I bid more than one location?**

Response: Yes, one bidder may submit proposals for multiple Locations/Areas. If a bidder proposes to operate at more than one Area at the same time, the bidder must specify in Part III(A) of the Prequalification Application the number of licenses the bidder is submitting a proposal for. In addition, the bidder must submit a Bid Proposal form for EACH mobile unit and specify which mobile unit the Bid Proposal is being submitted for. If the business name and information is different for each mobile unit, the bidder must submit a separate Prequalification Application form for each business and associated mobile unit(s).

For additional information, please refer to Part III (OPERATION PLAN) of the Prequalification Application and the Bid Proposal form, which can be viewed at <https://dep.nj.gov/otpla/liberty-state-park-mobile-food-licenses/>.