

# SANDY HOOK 2020 REQUEST FOR BIDS (RFB)

## FREQUENTLY ASKED QUESTIONS (FAQS)

**Updated September 1, 2020**

*Will the NPS make a decision based **only** on the highest % of gross offered by a bidder?*

- **No.** As per the RFB Section B, Paragraph 3:
  - *\*Where there are opportunities for multiple types of food vendors, NPS will only accept the highest bid for each variety of fare at any given location. For example, this means NPS will only accept one pizza vendor at Area D, even if more than one pizza vendor submits a proposal. This is to ensure there is a wider range of options available to visitors. In the event more than one vendor applies for the opportunity to sell the same type of food/fare or provide the same type of service, NPS will make a selection based on highest bid, assuming the vendor has met all the other requirements of the RFB.*

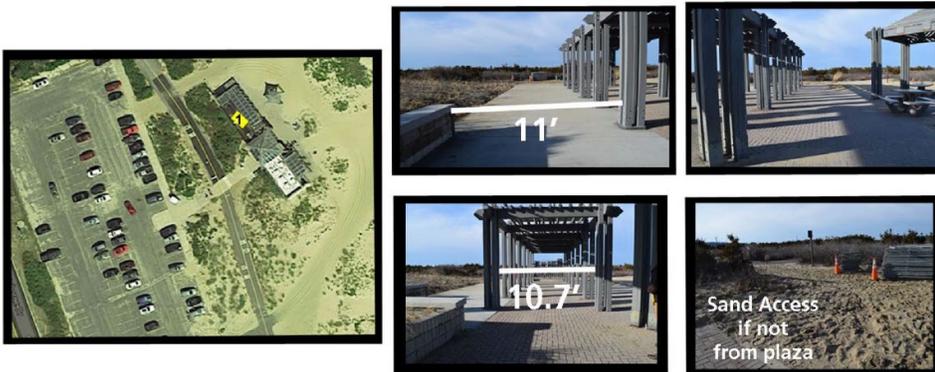
*Can any other products besides non-perishable cold beverages be sold through the vending machines?*

- **No.** Only non-perishable cold beverages such as soda, water, sports drinks and juices may be sold through the vending machines.

*Why does the RFB state “Cart Only” for Beach Area C? Isn’t there a food truck located there now?*

- **Going forward, mobile food and beverage will be available at Area C under the wooden shaded structure (see below). Due to surface conditions, food trucks/trailers and other similarly sized vehicles cannot access the shaded area under the wooden structure.**

**Lot C: Cart only, No truck access 10' x 20'**



**August 25, 2020**

*Is there an application or processing fee?*

- **No. There is no application or processing fee associated with the Bid process.**

*Are there additional costs associated with a Lease for use and occupancy of any of the available sites?*

- **Maybe. Lessees may also be subject to cost recovery expense reimbursements associated with costs incurred by the park as a result of Lessee's activities. Such expenses may include costs to the park for trash collection and management, resulting calls to law enforcement, etc.**

*Are utilities such as water and electric included?*

- **The cost of electric & water service, which are only available at some locations, have been included in the fair market value rent minimum bid amounts.**

*Can my bid include a fixed monthly or annual fee in addition to the % of gross revenue? For example, I would like to bid 12% of gross revenue + a flat amount of \$50,000. Is this permissible?*

- **No. The NPS is seeking a % of gross revenue with the minimum bid established at 10%. Offerors are encouraged to submit bids over the required minimum bid amount in order to be more competitive.**

*Is there any advantage to submitting earlier than the October 1, 2020 deadline?*

- **No. All bids will be opened at the same time after the October 1, 2020 deadline.**

*Can you review my bid and make sure it is complete before I submit it? Can I discuss my ideas and get advice from you?*

- **No. We are not permitted to review any outlines, or drafts of bids, nor are we permitted to offer advice to potential bidders.**
- **See the attached map which includes the list of 2020 vendors and the types of food and beverages they are selling and equipment they are renting.**

*Can you please provide a list of the current operators and the type of food & beverage they are selling?*

- **See the attached map which includes the list of 2020 vendors and the types of food and beverages they are selling and equipment they are renting.**