

John U. Lloyd Beach State Park  
Call for Business Plan SUP-BP# 08-11

Follow up to Questions from the Mandatory Meeting held January 31, 2012

1. Can you provide a copy of the current Concessionaire's proposal? Yes, it will be posted online at: <http://www.dep.state.fl.us/parks/bos/vsp/default.htm>
2. Who decides the capital improvement projects, the state or the Concessionaire? Capital improvements may be proposed by the Department or the Concessionaire during negotiations or at any time during the term of the agreement.
3. Will a performance security bond be acceptable for the security deposit? The following security instruments are acceptable: a payment bond issued by a surety company authorized to do business in the State of Florida; a verified, current letter of credit from a bank authorized to do business in the State of Florida (both bond and letter of credit shall be in a form acceptable to the Department); or establishment of a deposit account that is administered by the Department; no interest shall be payable on deposited funds.
4. Can you provide all 12 Exhibit E's P&L Statements submitted by the current Concessionaire for the 2011 calendar year with the January 2012 vending revenue report? Yes, the Exhibit E's for 2011, which are the Monthly Reports of Gross Sales will be posted online at: <http://www.dep.state.fl.us/parks/bos/vsp/default.htm>. The January 2012 vending Revenue Report is not yet available; however, we have posted the December 2011 Vending Revenue Report, which is the most current report.
5. I need the following information to proceed with my proposal due on February 20, 2012 for the John Lloyd State Park Concession, Catering and Rental Business Contract.
  - a. "Exhibit F" P&L Statement for the year 2011. This report is not due from the Concessionaire until April 30, 2012; therefore, it is not yet available.
  - b. "Exhibit E" P&L for January 2012. The Monthly Report of Gross Sales for January 2012 is not due from the Concessionaire until February 20, 2012; therefore it is not yet available.
  - c. The Vending Machine Account Report for January 2012. The Vending Revenue Report for January 2012 is not due from the Concessionaire until February 20, 2012; therefore it is not yet available.