

SITE VISIT AT EVERGLADES CITY GULF COAST DISTRICT

QUESTIONS AND ANSWERS

JUNE 7, 2002

1. **Question** How many boats does the concessioner have?

Answer The concessioner's boats are listed as part of the Personal Property List. In addition, the concessioner has two six-passenger boats that are used as the "Mangrove Wilderness Tour" that were added to the operation after this list was prepared.
2. **Question** Does it flood in the gift shop?

Answer Not within the past 10 years, including the "high water event" of 2001.
3. **Question** Are there other boat tours like this in the Park.

Answer The concessioner is the only authorized tour boat operator on the Gulf Coast. The Airboat operations advertised as you enter Everglades City are not allowed to offer tours within the park.
4. **Question** Does the park participate in any Chamber of Commerce events?

Answer Yes
5. **Question** What suggestions do you have for marketing this area?

Answer Prospective bidders are responsible for developing their own marketing plan.
6. **Question** What is the process of obtaining the existing Concessioner property, and are we required to purchase the concessioner's equipment and personal property?

Answer The answer to this question is explained in Section 12 (b) of the existing concessions contract.
7. **Question** When a new canoe launch is built will it be available for both the concessioner's rental canoes and to the general public?

Answer This answer will be determined through the development of a site plan through an environmental assessment. The planning process will provide

ample opportunities for public /stakeholder involvement in determining an answer to this question.

8. **Question** Are there any plans for improved facilities?

Answer The park is aware of the need for improved facilities within this area. The site plan discussed in the answer to question number seven will include an examination of facility needs as part of the planning process.
9. **Question** What are the hours for the gift shop?

Answer 8:30 a.m. - 5:00 p.m.
10. **Question** What are the monthly utility expenditures?

Answer The actual expenditures of the current concessioner are considered proprietary information. Utility rates are available from the entities providing service as listed on page 6 of the Business Opportunity section of the prospectus.
11. **Question** Where do the staff live?

Answer Most boat captains are from the local area.
12. **Question** What type of liquor license would be needed?

Answer The standard State of Florida License for package beer and wine sales.
13. **Question** Where will recycling be stored?

Answer The Maintenance Plan (Exhibit E, Section VII, D., A., 3) states that “The Concessioner will be responsible for ensuring that all recyclable materials are regularly removed from the premises and delivered to the recycling facilities.
14. **Question** Where will the large vessel maintenance occur?

Answer Off site
15. **Question** When will the contract be awarded?

Answer We can’t give an exact answer to that question at this time.

16. **Question** Does the Underground Storage Tank meet current regulations?
- Answer** Yes
17. **Question** What class of captain's license (tonnage) is required.
- Answer** The largest vessel (Manatee II) requires a 50 ton license.

QUESTION SUBMITTED VIA E-MAIL

- Question** What are the current tour boat and canoe rental rates.
- Answer** The current rates are as follows:

<u>BOAT TOURS</u>	<u>APPROVED RATE</u>
2 ½ hours Mangrove Wilderness	Adult: \$25.00 Child \$12.50
1 ½ hour 10,000 Island	Adult \$16.00 Child \$ 8.00

Rates include Florida Sales Tax

<u>CANOE RENTALS</u>	<u>APPROVED RATE</u>
Full Day	\$ 24.00 + Sales Tax