

Department of Land and Natural Resources
Division of State Parks
Invitation for Bids (IFB) for
SEALED BID PROPOSALS
For
**Restaurant and Retail Concession Space
Hapuna Beach State Recreation Area
Waimea, South Kohala, Hawai'i Island**

Questions and Answers: Posted April 21, 2014

1. Can we have a building and property inspection conducted prior to submitting the bid? We want to ensure the electrical, plumbing, grease trap, and fire suppression system or [sic] up to county and state code. **We should be able to coordinate a date once you have become a qualified bidder. That would be after April 16, 2014. Please contact the Division of State Parks at 808 587-0505 for details. As explained in the IFB, the premises are being leased in their as is condition. Electrical service has been temporarily restored to the building for inspection purposes.**
2. Per our conversation, you mentioned the roof and painting will be conducted this month. However the lease contract states completion of this in mid 2015. Please advise on status of this work. **The roof work started on April 7, 2014. Other work such as bathroom repairs and painting are ongoing and are scheduled to be completed prior to the anticipated commencement date. The original schedule for the roof work called for it being completed next year, but that has since moved up.**
3. What criteria are the bids being evaluated on and the weighted value for the monthly lease payment and gross percentage. **Once a bidder is qualified and bids, the award of the lease will be made to the highest bidder as described in the IFB. The award will be based on the highest minimum rent guaranty provided it is at or greater than the minimum amount described in the IFB and if there is a tie in the minimum monthly rental guaranty, the award would go to then go to the bidder with the highest percentage bid. See Sections 4 and 5 of the IFB for more information.**
4. May we have the physical address for utility bill research? **A new account has been established to connect electrical service to the building. The meter number is 132437 and for billing purposes, it is connected with meter No. HX00035677 which serves other park services. You may contact HELCO to obtain information regarding past usage for that meter. There is no separate mailing address authorized for the concession building.**

5. Per the lease, hours of operation are 10AM to 4PM, will DNLR allow the concession building to operate the same hours as the park hours? **Based on historical data, those hours appear to have met the demand by park/beach users.**
6. In regards to environmental issues such as the grease trap. Where does the liability rest on? **That is a legal question which staff is not qualified to address. We recommend you seek the advice of an attorney.**
7. Appliances that are not in working condition, is the lessee able to dispose of these items? **The fixtures and equipment which are not owned by the State belong to the former occupant and it (the former permittee), is required to remove them as necessary. The equipment owned by the State may be removed by the new lessee upon written agreement between the new lessee and the State.**
8. Question 20 of the Qualification Questionnaire asks to list business names and addresses where Bidder has operated business in Question 14 - but question 14 asks for a list of partners. Does question 20 mean to reference question 19? **Yes. Please refer to question 19.**
9. Question 22 of the Qualification Questionnaire asks to list address info for the landlords listed in question 14; but again, question 14 asks for a list of partners. Is this also meant to reference question 19? **Yes. Please refer to question 19.**
10. Under Specifications, Fees and Costs, it states concessionaire: "shall pay all charges required by law and all costs incurred by DLNR in connection with the preparation and processing of this solicitation, including but not limited to the cost of preparing any and all agreements, lease, survey maps and descriptions, publication fees for this solicitation, appraisal fees, conveyance taxes, and recordation fees."

Do you have any estimate of these expected costs? I'm looking for an estimate of additional funds required before the bid deadline. **The only charge will be a newspaper ad which came out to \$1,340.21. We do not anticipate other costs.**

4. If we win the bid, can we start to ramp up operations before July 1? For example, provide drinks, snacks and beach rentals while renovations complete? This would be a welcome option. **The commencement date would be the soonest date the lessee could operate. The commencement date would be essentially when the lease is signed. If that is sooner than July 1, it may be possible.**