

**RFQ/RFP
SP1201MSRA01**

**(“RFQ/RFP”)
FOR**

**STATE-OWNED LANDS AT
MALAEKAHANA STATE RECREATION AREA
(Kahuku Section)**

**STATE OF HAWAII
DEPARTMENT OF LAND AND NATURAL RESOURCES
DIVISION OF STATE PARKS**

Questions and Answers – Posted July 15, 2014

1. Question: What options are available to the lessee to operate a concession on the property to sell food or other items.

Response: The intent of the RFQ/RFP process is to provide the bidder with the opportunity to present an overall plan to operate a park campground. Food, beach equipment and other retail items which are part of and improve the overall experience can be considered provided the sale and/or preparation of these items comply with the relevant sections of the RFQ/RFP and they comply with relevant governmental regulation. Since new construction, including but not limited to a commercial kitchen is not allowed under this RFQ/RFP process, bidders should take this in to consideration when proposing the sale of food and retail items.

2. Question: What is most important to the State – most revenue or best fit/balance for the community? We could get more revenue by putting more cabins/charging more – but higher density and higher pricing is not desired by the community.

Response: Please note that the total person count as described in Section I on page 12 may not increase from current levels and therefore the overall density may not increase. As stated in the RFQ/RFP under Section II, RFQ/RFP Objectives, there are several objectives including that the lessee put the Subject Property to a use in a manner consistent with DLNR’s mission and provide maximum public benefit and a quality outdoor recreation experience while providing DLNR with the maximum value in a timely manner. More specifically, Section V, Criteria for Selection (RFP Criteria on page 27), item four (4) explains that the financial return component has a weight of 20 percent of the total score while item 2 discusses community sensitivity and design issues which also has a weight of 20 percent.

3. Is there any flexibility with the 500 sq ft max cabin size? Malaekahana is a favored venue for family reunions & camp outs where kupuna stay in the cabins and younger family members camp in the surrounding yard area. Families like/need larger, open kitchens and lanais to facilitate food prep and serving. A 500 sq ft cabin is not optimal in meeting the needs of family reunion/camping clients.

Response: The size restriction of 500 square feet applies to portable structures and was designed to minimize the risk of ground intrusion. In addition, as State Parks makes capital improvements to the park, having smaller temporary structures will make relocations or modifications to the site layout less challenging should that become necessary. Larger cabins are being considered for the long term (i.e. after the 5 year lease which is the subject of this RFQ/RFP).

4. Can we put an internet café on site adjacent to our office? We'd like to provide more comfortable internet access for guests and offer light food service.

Response: Offering light food service and/or internet access is not prohibited in the RFQ/RFP provided that all relevant governmental regulations are followed and keeping in mind that only temporary structures are allowed within the limits prescribed.

5. What is the definition of "active recreation"? Would like to know the boundaries of activities that can be offered at Malaekahana.

Response: Perhaps you are referring to the reference on page 8 of the RFQ/RFP regarding the Land and Water Conservation Fund restrictions on land where LWCF funds were used. For general information on the LWCF, see <http://www.nps.gov/lwcf/>. Camping and related facilities are listed in the Land and Water Conservation Fund State Assistance Program and are consistent with outdoor recreation guidelines. Facilities such as gymnasiums and meeting rooms would not likely meet LWCF criteria however.

6. Will proposals be subject to review & approval by Ko'olaupia community associations (e.g., Pūpūkea CA, Kahuku CA, Laie CA, Hau'ula CA, etc.) and neighborhood boards? If so, who will be responsible for presenting plans to the communities? And what is the anticipated timeline for these reviews – after the lease commencement date or prior to lease commencement?

Response: DLNR is going through a planning process for making long term capital improvements to the Subject Property which include an environmental assessment and public review process which will involve community organizations. An brief update on RFQ/RFP process as an interim plan will be provided. Since the RFQ/RFP lease itself contemplates no significant change in

use, this RFQ/RFP process does not directly involve a public review process other than appropriate disclosures and approvals obtained by the BLNR.

7. Please explain the grading system in detail and provide comments on the following:
- What points do you get for revenue to the State?
 - What points do you get for community benefits/alignment with community objectives? In addition to open space and shoreline access (mentioned in your RFP doc), economic development, meeting spaces and large activity venues are also very important.
 - What points do you get for environmental protection? Green technologies are critical to preserving natural resources.
 - What points do you get for Management Experience?
 - What points do you get for recreational development experience?
 - What Points do you get for being aligned with uses as determined by legislation?
 - What points do you get for marketing Malaekahana across the US and Internationally?

Response: Points are determined in accordance with the RFQ/RFP criteria. The weights are not broken down specifically for the questions posed.

8. How exactly is the RFP winner determined?

Response: The process for the selection of the lessee are described in the RFQ/RFP and specifically begins in Section V on page 26.

9. Does the State support less expensive accommodations; yurts, eco-cabins, tents, smaller footprint structures etc.

Response: The DLNR generally supports a variety of accommodations and the specifics for selection of a lessee are listed in the criteria for selection in the RFQ/RFP.

10. Can a private group operating the Park run regular private functions as part of their program? What rules are there in making sure that the Park is readily available to the public?

Response: Functions and operations at the park should be generally open to the public and be consistent with the lease, appropriate governmental regulations and the LWCF restrictions as well as RFQ/RFP requirements.

11. Is there a cap on kama'aina pricing to ensure affordability? It seems to make sense to give kama'aina/tax payers a price break.

Response: As is the case with the present operation of the campground, there is no requirement in the RFQ/RFP that determines or limits pricing. Bidders may consider kama'aina pricing when bidding however.

12. Who are the members of the EC and what representation does the EC have from local communities?

The Evaluation Committee Members are:

Alan Carpenter (DLNR/SP Archaeologist)

Annette Kaohelauii – Founding member of the Hawai'i Eco-Tourism Association

DeeDee Letts – 40 year Ko'olauloa area resident and founding member of the

Ko'olauloa Neighborhood Board.

Steve Molmen (DLNR/LD Supervising Land Agent)

John Morgan Kualoa Ranch and Former Land Board Member

Stephen Soares (DLNR/SP Property Manager)

13. Are the questions from everyone going to be answered publically in each case or can we ask for Confidentiality?

Response: Questions regarding the RFQ/RFP which are submitted either in writing or electronically are addressed and posted.