



**ADDENDA/ERRATA #1 and QUESTIONS AND ANSWERS  
to  
REQUEST FOR PROPOSALS  
for the  
Valley State Parks Camping and Day Use Area Concession  
at  
Brannan Island State Recreation Area, George J. Hatfield State Recreation Area,  
McConnell State Recreation Area, Turlock Lake State Recreation Area, and  
Woodson Bridge State Recreation Area**

To All Prospective Bidders:

Attached are Addenda/Errata #1 and Questions and Answers related to the Request for Proposals (RFP) for the Valley State Parks Camping and Day Use Area Concession at Brannan Island State Recreation Area, George J. Hatfield State Recreation Area, McConnell State Recreation Area, Turlock Lake State Recreation Area, and Woodson Bridge State Recreation Area.

- Addenda/Errata #1 reflects changes to the RFP, Sample Concession Contract, and the Concession Proposal, DPR 398.
- The State's answers to the questions submitted by prospective proposers. (The questions are presented exactly as submitted by the identified party.)

The addenda/errata and other information are available on the website at [http://www.parks.ca.gov/?page\\_id=22548](http://www.parks.ca.gov/?page_id=22548) . If you have any questions, please contact the Concessions Division at (916) 653-7733 or [concessions@parks.ca.gov](mailto:concessions@parks.ca.gov).

Sincerely,

Ruth Coleman  
Director

Attachments

cc: Tony Perez, Deputy Director, Park Operations  
James A. Luscutoff, Chief, Concessions, Reservations, and Fees Division  
Ted Novack, Partnership Agreement Program Manager  
John Mott, Concession Specialist

Request for Proposals  
for the  
Valley State Parks Camping and Day Use Area Concession

The following are changes and/or corrections to the Request for Proposals (RFP) dated March 8, 2012 for Valley State Parks Camping and Day Use Area Concession at George J. Hatfield State Recreation Area, McConnell State Recreation Area, Turlock Lake State Recreation Area, Brannan Island State Recreation Area, and Woodson Bridge State Recreation Area. Changes and/or additions to the RFP are underlined and as follows:

1. RFP, page 5 and page 6 “Revenue and Attendance Statistics”
  - replace with the entire Revenue and Attendance Statistics table with page 4 and 5 of this Addenda/Errata.
2. RFP, page 7
  - Amend Contract Summary as follows:

### 1.3 CONTRACT SUMMARY

Proposers must be familiar with and understand all the terms and conditions of the Sample Concession Contract (included herein). The proposal should be based on the requirements of this contract in its entirety. ~~The successful proposer has up to seven (7) days to review and sign the awarded contract.~~ The successful proposer shall be expected to accept the provisions of the Sample Concession Contract as written. If necessary, minor clarifications, approved by staff counsel, the Department of General Services, and the Attorney General, may be made prior to contract execution. The intent of the contract is to provide the public with the full range of park operations, high-quality reasonably priced goods and services in an authentic manner and atmosphere that enhances the visitor’s experience and the educational, natural, and cultural resources of the park. The term of the contract is for five (5) years.

3. RFP, page 7

Amend The RFP Process as follows:

### SECTION 2 - THE RFP PROCESS

#### 2.1 PROPOSAL PROCESS

##### Tentative Proposal Dates

March 8, 2012.....	Opening Date - Publication of the RFP
March 23, 2012.....	Questions - Last date for proposers to submit written questions
April <del>13</del> <u>9</u> , 2012.....	Answers - DPR written responses to questions
May <del>3</del> <u>4</u> , 2012 .....	Closing Date - Deadline for proposal submission

- May, 2012 .....Investigation and evaluation of Proposals
- May ~~9 8~~, 2012 .....Notification of “Intent to Award Contract”
- May 2012 .....Award, preparation, and execution of contract
- May ~~22 24~~, 2012 .....Five (5) Year contract begins

4. RFP, Page 13

- Correct the errors in the first paragraph and the third bullet as follows:

**Failure to Sign/Deliver Contract**

1. A failure of the successful proposer to sign and deliver the contract within ~~seven thirty (7 30)~~ days of receipt may be treated as a refusal to execute, if the State so elects. The State may retain the Proposer Bond and select the next Best Responsible Proposal.

**SECTION 3 - THE PROPOSAL**

**3.1 INSTRUCTIONS FOR THE CONCESSION PROPOSAL . . . . .**

- In terms of this RFP, proposer(s) may select one, or multiple park units identified in this RFP by submit~~ting ee~~ a separate Concession Proposal for each park desired.

5. RFP, Page 20

- Amend the Five Proposal Bonus as follows:

**Five Proposal Bonus additional ~~15 2~~ Points/proposal possible**

Proposers who submit proposals for operating overnight, day use, and recreational facilities in all 5 parks will receive an additional ~~15 2~~ points per proposal. These points will only be awarded if proposals meeting minimum requirements for five parks are submitted and are in addition to the Multiple Proposal Bonus.

6. RFP, Page 21

- Correct error under McConnell SRA to read:

**McConnell SRA**

**Minimum Annual Rent** (Minimum bid is \$\$2,969)

$$\frac{(\text{Proposer } \$ \text{ bid amount}) \text{ minus } \$2,969}{(\text{highest } \$ \text{ bid amount}) \text{ minus } \$2,969} \times 20 \text{ points} = \underline{\hspace{2cm}} \text{ points}$$

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**EXHIBIT A-3 REVENUE AND ATTENDANCE STATISTICS-PAGE 1-BRANNAN ISLAND SRA, TURLOCK LAKE SRA, GEORGE J. HATFIELD SRA**

Unit Name	Fiscal Year	REVENUE				ATTENDANCE			
		Day Use	Camping	Other	Total	Paid Day Use	Free Day Use	Camping	Attendance
Brannan Island SRA	2010-2011	\$102,977	\$200,102	\$300	<b>\$303,379</b>	46,410	10,961	18,397	<b>75,768</b>
	2009-2010	\$129,405	\$222,371	\$590	<b>\$352,366</b>	66,906	26,231	25,308	<b>118,445</b>
	2008-2009	\$128,791	\$251,458	\$8,756	<b>\$389,004</b>	72,255	16,204	36,069	<b>124,528</b>
	2007-2008	\$110,539	\$273,876	\$10,883	<b>\$395,297</b>	67,017	11,825	42,838	<b>121,680</b>
	2006-2007	\$101,066	\$223,299	\$10,970	<b>\$335,335</b>	54,341	9,331	42,177	<b>105,849</b>
<b>Park Unit 5 Year Totals</b>					<b>\$1,775,382</b>				<b>546,270</b>
Turlock Lake SRA	2010-2011	\$84,676	\$87,804	\$0	<b>\$172,480</b>	30,162	7,411	11,836	<b>49,409</b>
	2009-2010	\$76,567	\$76,408	\$0	<b>\$152,975</b>	31,330	8,970	11,845	<b>52,145</b>
	2008-2009	\$62,453	\$64,626	\$3,083	<b>\$130,161</b>	40,581	10,989	11,782	<b>63,352</b>
	2007-2008	\$60,668	\$69,804	\$3,023	<b>\$133,495</b>	36,451	11,593	10,968	<b>59,012</b>
	2006-2007	\$68,018	\$58,809	\$10,764	<b>\$137,591</b>	44,608	9,404	11,082	<b>65,094</b>
<b>Park Unit 5 year Totals</b>					<b>\$726,703</b>				<b>289,012</b>
George J. Hatfield SRA	2010-2011	\$3,959	\$9,641	\$0	<b>\$13,600</b>	2,289	1,891	3,290	<b>7,470</b>
	2009-2010	\$8,232	\$13,027	\$0	<b>\$21,259</b>	4,010	3,284	4,082	<b>11,376</b>
	2008-2009	\$8,540	\$14,627	\$0	<b>\$23,167</b>	4,628	5,337	7,955	<b>17,920</b>
	2007-2008	\$6,489	\$11,151	\$0	<b>\$17,640</b>	3,987	7,576	7,751	<b>19,314</b>
	2006-2007	\$4,646	\$6,010	\$0	<b>\$10,656</b>	2,178	5,550	5,761	<b>13,489</b>
<b>Park Unit 5 year Totals</b>					<b>\$86,322</b>				<b>69,569</b>

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**EXHIBIT A-3 REVENUE AND ATTENDANCE STATISTICS-PAGE 2- WOODSON BRIDGE SRA, MCCONNELL SRA**

<b>Page 2</b>									
<b>Revenue and Attendance continued</b>									
Unit Name	Fiscal Year	REVENUE				ATTENDANCE			
		Day Use	Camping	Other	Total	Day Use	Free Day Use	Camping	Attendance
Woodson Bridge SRA	2010-2011	\$2,175	\$37,959	\$25	<b>\$40,160</b>	1,419	10,241	3,517	<b>15,177</b>
	2009-2010	\$2,109	\$36,384	\$0	<b>\$38,493</b>	1,742	6,422	4,913	<b>13,077</b>
	2008-2009	\$3,219	\$36,840	\$1,462	<b>\$41,521</b>	2,648	9,877	11,824	<b>24,349</b>
	2007-2008	\$3,137	\$37,822	\$1,552	<b>\$42,511</b>	1,761	19,741	7,534	<b>29,036</b>
	2006-2007	\$3,486	\$38,259	\$1,857	<b>\$43,602</b>	1,542	18,817	7,296	<b>27,655</b>
<b>Park Unit 5 year Totals</b>					<b>\$206,288</b>				<b>109,294</b>
McConnell SRA	2010-2011	\$37,596	\$45,566	\$0	<b>\$83,162</b>	5,615	1,367	6,998	<b>13,980</b>
	2009-2010	\$50,849	\$45,612	\$0	<b>\$96,460</b>	0	0	0	<b>0</b>
	2008-2009	\$46,922	\$42,328	\$2,416	<b>\$91,666</b>	2,507	922	6,371	<b>9,800</b>
	2007-2008	\$42,134	\$46,100	\$2,883	<b>\$91,117</b>	9,532	4,482	18,116	<b>32,130</b>
	2006-2007	\$39,860	\$38,711	\$2,466	<b>\$81,038</b>	8,798	5,612	19,422	<b>33,832</b>
<b>Park Unit 5 year Totals</b>					<b>\$443,444</b>				<b>89,742</b>
<b>5 YEAR Totals</b>		<b>\$1,188,515</b>	<b>\$1,988,594</b>	<b>\$61,029</b>	<b>\$3,238,138</b>	<b>542,717</b>	<b>224,038</b>	<b>337,132</b>	<b>1,103,887</b>

Revenue and attendance statistical fluctuation are due to various factors including weather, fee structures, and episodic events and conditions. Analysis for the year-to-year fluctuations is not possible in this RFP.

## 7. RFP, Page 24

- Change the Five Proposal Bonus as follows:

**TOTAL** \_\_\_\_\_ / **100 Points**

**Multiple Proposal Bonus** \_\_\_\_\_ / 2 points

(If multiple proposals, award 2 additional points per proposal meeting minimum requirements)

**Five Proposal Bonus** \_\_\_\_\_ / ~~15~~ 2 points

(If 5 proposals meet minimum requirements, award ~~15~~ 2 additional points per proposal)

**Grand Score Possible** (including all Bonus points) \_\_\_\_\_ / ~~117~~ **104 Points**

## 8. Concession Proposal, form DPR 398

Prior versions have an issue with some text box drifting. Use latest version (use 4-5-12).

End of Errata #1