



DEPARTMENT OF FINANCE

PROCUREMENT SERVICES

95 Rochford Street, 2nd Floor South, Shaw Building, Room 27

Charlottetown, PEI, C1A 7N8

Telephone: (902) 368-4040 or Facsimile (902) 368-5171

ADDENDUM # 1

For RFP # 5430

TO: All Bidders

FROM: Procurement Services

DATE: 21-Feb-2020

SUBJECT: Questions & Answers

Q1: With extensive damage remaining to property, such as downed trees, debris and the camp cabins have been moved from their foundations – will all such preexisting damage be returned to prior Dorian shape prior to mid-June timeframe of anticipating opening by Government?

A1: Provincial Parks anticipates the clean-up will be complete by mid-June.

Q2: Indicates that the proponent is responsible for all costs in the licensed area – how is the electrical split from the current day park buildings and other dwellings on the park land to ensure proper management?

A2: There are separate meters at the park. Electric for the day park washroom is maintained by the Province.

Q3: If for any reason the plastic docking is no longer at the park, will replacement docking be supplied to be able to anticipate such in our business plan would be beneficial

A3: Approximately 30-40ft of plastic dock is available.

Q4: If for any reason that 71 picnic tables are not presented and accounted for in good condition, can it be assumed that replacements will be supplied by Government for continued park use ?

A4: Provincial Parks will work with the successful proponent to ensure 71 tables are available. Provincial Parks may chose to replacement missing tables, provide the proponent with funding to replace the required tables (cost of \$125/table) or a combination or replacement and funding.

Q5: In the anticipation that the proponent's business case includes a commitment of investment dollars to increase camping capacity, particularly given the small site size at the park, will there be an appetite from Government to contribute to see increased tourist activity?

A5: The successful proponent would be able to apply to business development programs offered by the Province.

Q6: In the anticipation that the proponents business case includes a commitment of investment dollars to increase the camping capacity, can it be assumed any and all investments would be the property of the proponent and removed at the completion of the lease?

A6: All non-fixed assets installed by the proponent can be removed at the end of the lease. All upgrades to buildings, sites, etc will remain at the completion of the agreement.

Q7: Capital items, such as roadways and buildings, particularly the washrooms, are in despite need for some immediate work. Is it to be assumed roadway patching or replacement and structural renovation are considered Government responsibilities?

A7: For the purpose of this RFP, the campground is offered 'as is'. The Province will continue to maintain those portions of the property remaining under it's management to their current level.

Q8: Can it be assumed that the camping portion of Rock the Boat festival be returned to the proponent (and the management of the park) as this would provide a significant revenue stream.

A8: The successful proponent is free to work directly with Rock the Boat organizers in regards to providing camping for the event. All camping associated with the festival must meet the licensing requirements as outlined in the Tourism Industry Act/Regulations.

Q9: Can Government provide any historical information on number of seasonal rentals, average days booked by site or any average use to help justify business case and potential investment?

A9: Occupancy information from the previous operator of the campground is not available. There are no relevant occupancy numbers available from the Provincial Parks.

Q10: While RFP indicates current intent is management structure, can Government indicate any interest in entertain alternative proposals in the response document?

A10: Government will consider alternate management structures.

Q11: To assist the proponent with a satisfactory but commercially supportive business case, can government commit to assisting with student wage funding programs for three participants in each of the first three years?

A11: The proponent is able to apply to various wage subsidy programs offered by Government

END OF ADDENDUM.

Please return this sheet with your formal bid proposal.