



**FOOD CONCESSIONS AND SPECIAL EVENTS RFP 2019**

**QUESTION AND ANSWERS**

Q: Request daily visitor arrivals by public ferry for both Georges and Spectacle Island from 5/1 through 9/9 for 2018 and 2019.

A:

<b>Island</b>	<b>2018 Total Visitation</b>	<b>2019 Total Visitation (June 1- August 31)</b>
<b>Spectacle Island</b>	33,732	42,273
<b>Georges Island</b>	49,613	50,792

2019 Park Season closes on Columbus Day. Currently, the Islands are enjoying an increase in visitation in 2019 by 12.4% over last year.

Q: What is the price structure for the Park Improvement Fees?

A: Current structure is as follows:

Based on 3.5-hour minimum | Events longer than three hours are subject to additional fees

Peak Dates: June 22, 2018 – September 3, 2018

Monday – Thursday Daytime	\$500 up to 50 guests   \$5 each additional guest
Monday – Thursday Evening	\$750 up to 50 guests   \$5 each additional guest
Friday – Sunday Daytime	\$500 up to 50 guests   \$10 each additional guest
Friday – Sunday Evening	\$1000 up to 50 guests   \$10 each additional guest

Park Improvement “Off-Peak Season & Non-Profit” Event Fees

Off-peak Dates: May 19, 2018 – June 21, 2018 | September 4, 2018 – October 8, 2018

Monday – Thursday Daytime	\$250 up to 50 guests   \$5 each additional guest
Monday – Thursday Evening	\$500 up to 50 guests   \$5 each additional guest

Friday – Sunday Daytime                      \$350 up to 50 guests | \$10 each additional guest  
Friday – Sunday Evening                      \$750 up to 50 guests | \$10 each additional guest

Q: What is the price structure of the DCR “special use permits”?

A: Special use permits are \$45 and the cost has traditionally been incurred by Boston Harbor Now during the permit application process for each event.

Q: What is the associated costs for trash removal?

A: The current vendor incurs a cost of \$500 per month Georges and Spectacle Islands for use of the dumpsters.

Q: What are the associated costs of the tent installation/removal from both Georges and Spectacle Island?

A: Installation, striking, cleaning, and storage for the 2 tents on Spectacle Island and 1 on Georges Island costs between \$7,000 and \$10,000. The current vendor uses Peak Event Services.

Q: Request a full list of equipment on Georges and Spectacle Island including the age of equipment as well as all preventive maintenance and repair logs.

A: A partial list of concession equipment is attached to the RFP and can be found [here](#) for Georges Island and [here](#) for Spectacle Island. In addition, Boston Harbor Now is in negotiation to procure 1 walk in freezer, 3 Truband reach-in refrigeration units for Georges Island and 2 Truband reach-in refrigeration units for Spectacle Island. All equipment on the island have been maintained and are in good working order as of this writing. Periodic repairs to the refrigeration units and soda machines have been made by the current vendor over the course of the last 3 years.

Q: Request current status of the electrical outlet situation on Spectacle Island.

A: Current service at the concession operation on Spectacle Island has been sufficient to maintain current operations and special events. There is no electrical service to the shade tent at the saddle/drumlin.

Q: Request history of power outages that have affected freezer/refrigeration/food quality & integrity.

A: Current service at the concession operation on Spectacle Island has been sufficient to maintain current operations and special events. A lightning storm in July 2019 disrupted the grid on the solar array. DCR continues to work to troubleshoot the bugs. However, since the July storm power has been sufficient to support current operations without disruption, compromise of food quality or loss of product.

Q: Are there any regular equipment maintenance procedures in place? (ie. how often are refrigerators, freezers, and fryers serviced). What is the current cost associated with the routine maintenance of equipment?

A: Yes. The vendor will follow end of season close down procedures as specified by DCR for the island premises. The vendor is expected to follow best practices for the maintenance of any and all equipment provided for its use by Boston Harbor Now.

Q: Request to view the most recent annual, audited report for the prior preceding November through October period that details gross revenues for each of the concession locations, for special events by location, the park improvement & site rental fees collected on behalf of DCR and NPS, and expenses for management and operations of services.

A: Gross annual revenues for the requested time period have already been included in the RFP. More detailed information may be made available during the negotiations with the selected vendor.

Q: How much money is Boston Harbor Now/DCR/NPS willing to invest for site improvements?

A: This is a hypothetical question, however DCR, NPS, Boston Harbor Now, and the City of Boston continues to invest significantly in park marketing, infrastructure, maintenance, programming, and staffing.

Q: Will the BHC continue to transport goods to Georges and Spectacle free of charge?

A: Boston Harbor Cruises currently transports staff free of charge as per our contract. Previous vendors have entered into arrangements for transport of product with Boston Harbor Cruises however, the concession operator will be responsible for arranging delivery of provisions to the islands and it would be up to their discretion to enter into arrangements best suitable for their operations.

Q: What specific equipment does Boston Harbor Now plan to purchase from Salt Water?

A: Please see previous answer regarding equipment.

Q: Does Boston Harbor Now have contact information for food or serviceware suppliers that Salt Water uses that they are able to share?

A: No, Boston Harbor Now does not have the contact information for food or serviceware suppliers that Saltwater uses.

Q: What are the profit margins for the concessions and special events businesses?

A: Profit margins for the concessions and special events business vary from vendor to vendor. Boston Harbor Now does not require that information of its operators.

Q: When would we begin having access to the island to prepare for the upcoming season?

A: Once a contract is executed, our vendor will have access to the islands to begin preparing for the upcoming season. Note that the island is closed for the season and requests for access to the islands would need to be arranged and coordinated with DCR. Regular public ferry services commence May thru October.

Q: What is the current staffing schedule for the concessions business?

A: Staffing has varied by vendor. The operator is expected to provide a sufficient number of employees to provide efficient services to the public. Detailed staffing plans will be established at the beginning of each season. Concession operations are expected to be open generally from 11:00 AM thru 5:00 PM during the peak season.

Q: Once we bring back daily concession trash, is there a trash receptacle or would we need to contract this at the ferry point?

A: Trash removal from the island and disposal is the responsibility of the vendor.

Q: Is there any interest in having separate food, beverage, and event management vendors handle their respective areas of expertise for George's and Spectacle Island?

A: Ideally, we would prefer one vendor who will be able to cover food concessions, special events, with an option of a beer/wine garden on Spectacle and retail services. However, we would welcome a proposal with multiple partners interested in working together.

Q: Can you please provide some pictures from the Boston Harbor Now Gala set up?

A: Some pictures were provided in the RFP and can be found [here](#).