
AMENDMENT NO. 2
SOLICITATION #: CC-CACO003-25

Contents:

Service Responses to Offerors' Questions on Solicitation

Page 1

Regarding: Prospectus, CC-CACO003-25, to provide Golf Operations, Fast Casual Food & Beverage and Retail within Cape Cod National Seashore.

In the Prospectus issued March 28, 2024, the National Park Service ("Service") stated it would respond to questions about the Prospectus if submitted in writing and received by April 21, 2024. [Amendment No. 1](#) to Solicitation #CC-CACO003-25, which is posted on the National Park Service website, provided responses to some of the questions submitted.

This document, Amendment No. 2 to Solicitation #CC-CACO003-25, provides responses to the rest of the questions that were received by April 21, 2024.

Service Responses to Questions on Solicitation #: CC-CACO003-25

Glossary of terms used throughout this document.

Concessioner: refers to the new concessioner to be awarded the Draft Contract through this solicitation process.

Draft Contract: refers to the new concession contract(s) to be awarded through this solicitation process (CC-CACO003-25).

Existing Concessioner: refers to Johnson Golf Management, Inc., the concessioner under Concession Contract CC-CACO003-14 ("Existing Contract"). The Existing Contract commenced on May 28, 2014 and expires on December 31, 2024.

Existing Contract: refers to concession contract CC-CACO003-14.

Offeror(s): refers to the entities that submit a proposal in response to the solicitation for the Draft Contract.

Pro shop/Snack Bar

QUESTION 1. Are the fixtures, counters or other display cases remaining? Are the food refrigeration display cases, & beverage refrigeration remaining?

SERVICE RESPONSE: The Concessioner will be responsible for acquiring all personal property required to operate under the Draft Contract. The Draft Contract does not convey use of any government-owned personal property for use in the operation under the Draft Contract. The Business Opportunity contains the Service's estimate for the initial personal property investment that will be required to operate under the Draft Contract (page 14) and information about how the Service arrived at its estimate (page 5).

The Existing Contract does not require the Existing Concessioner to convey any of its personal property to the Concessioner. The Existing Contract states: "...the Director or a successor concessioner may purchase such personal property from the Concessioner subject to mutually

agreed upon terms” (Section 15(d)(2)). The Existing Concessioner will be required to leave all fixtures in place when vacating the premises.

The Existing Contract requires the Existing Concessioner to provide the Concessioner with a complete, detailed, and well-organized list of physical inventory, supplies, and other personal property owned or leased by the Existing Concessioner in connection with its operations under the Existing Contract (including a list of such items that are on order), and to provide the list within 30 days following notification of the Concessioner’s selection (Existing Contract, Exhibit G, page G-2).

QUESTION 2. What is the age of the boiler located in the basement?

SERVICE RESPONSE: The boiler in the basement of the pro shop was installed in 2014.

Maintenance Facility

QUESTION 3. What is the age of the maintenance building roof?

SERVICE RESPONSE: The Service is unable to provide the installation date for the roof on the maintenance facility. The Service conducted a facility condition assessment prior to this solicitation and does not anticipate this roof needing replacement during the term of the Draft Contract.

QUESTION 4. Age of the water pump on hole # 2?

SERVICE RESPONSE: The water pump on hole 2 was installed in 2019.

QUESTION 5. What is the procedure to request approval to do maintenance in areas along the natural areas of the course?

SERVICE RESPONSE: The Service will review the Concessioner’s landscaping plans, provide standards as needed, review and approve (if appropriate) proposed work, and monitor Concessioner projects, as listed in Section 3(B)(3) of the Draft Maintenance Plan.

When proposing repairs or renovations to the golf course, the Concessioner should refer to its contract documents for guidance on the Service’s objectives and priorities in maintaining the golf course. As stated in Principal Selection Factor 1 of the [Proposal Package](#), the Service is interested in maintaining a high-quality operation that maintains the historic nature of the golf course with minimal disruption to the natural landscape. The Service would like to ensure that the golf course is managed to:

- Promote the rustic character of the links course.
- Preserve the historic circulation systems while ensuring systematic and safe routes of pedestrian and vehicular circulation through the golf course.

- Preserve the unique vegetation characteristics associated with the historically open landscape, including the Heathlands.
- Balance the historic condition of native, unmanaged vegetation within the golf links, with the need for managed and maintained turf that will withstand a high level of play on the links.
- Encourage the establishment of native grass species on tees, fairways, greens, and roughs.
- Preserve and retain the existing historic layout of the tees, fairways, bunkers and greens as documented in the historical documentation reports.

Regarding process, Section 3(A)(8) of the [Draft Maintenance Plan](#) of the Draft Contract requires the Concessioner to prepare a written landscaping plan for the land assignment area and submit it to the Service for approval. This section also cites two specific character-defining features that the Concessioner must address in its written landscaping plan:

- Natural Environment: Erosion caused by human impact on the links will be mitigated and reduced while natural erosion will be allowed to occur where visitor safety or resource protection is not compromised.
- Vegetation: The Concessioner will maintain the vegetation on the tees/greens differently than the vegetation on the fairways. On the tees/greens, the Concessioner will provide a quality turf grass cover that can withstand a high level of play on the links. On the fairways, the Concessioner will promote the reestablishment of native plant species and reinforce the naturalistic character of a links style course. The maintenance of trees/shrubs will allow existing specimens located on the links and the adjacent rough areas to grow naturally with minimal management. The environmentally sensitive Heathland plant community existing adjacent to the Highland Golf Links shall be preserved and allowed to rejuvenate naturally.

General questions

QUESTION 6. Is the process to obtain a liquor license for the facility state or federal?

SERVICE RESPONSE: The Concessioner must obtain the approval of both State and local licensing authorities in order to sell alcohol at the snack bar. Please see the [website](#) for the Massachusetts Alcoholic Beverages Control Commission for more details on the application process. .

QUESTION 7. Are financials available for 2022 and 2023?

SERVICE RESPONSE: The total gross revenue was \$1,063,100 in 2022 and \$1,069,500 in 2023.

QUESTION 8. Is the concession affected by a government shutdown, e.g., any closure or interruption of business?

SERVICE RESPONSE: If there is an interruption to federal operations, the Concessioner will receive instructions about how its operations would be affected. A recent contingency plan for a potential lapse of appropriations, which is available on the Department of the Interior website (page 5 of "[March 2024 NPS Contingency Plan for a Potential Lapse in Appropriations \[doi.gov\]](#)"), provides an example of past instructions.

QUESTION 9. What are numbers pertaining to memberships, membership revenue and pricing? Are these data available across years?

SERVICE RESPONSE: The Existing Concessioner's website provides information about rates, including membership rates. The "Historical Revenues" section of the [Business Opportunity](#) (page 16) provides historical gross receipts by department, but does not include membership revenue as a separate department. The Service does not have data about memberships or membership revenue.

QUESTION 10. Is there information available about staff (numbers, roles), both paid and volunteer?

SERVICE RESPONSE: The Service is not providing additional information about staff. The Service anticipates that Offerors will propose appropriate staffing types and levels to provide the required services of the Draft Contract.