

SPRING MEADOW INN RFP QUESTIONS SUBMITTED ON OR BEFORE APRIL 22, 2016 AND RESPONSES:

1: Q: Based on past experience it could take 3-6 months to obtain a state permit from ABC. How can the restaurant be open for business, especially during the busy season, without a liquor license? (Bids are due the beginning of May and even if a decision is reached by the end of May, the contract effective date is July 1, 2016.)

A: Tenant must obtain an ABC Permit. The Permit process is outside the control of DEP.

2: Q: Can a full set of financials for the past three years be provided?

A: No

3: Q: If not, please provide gross sales for the same period.

A: Gross Total revenue less Sales Tax for 2013, 2014 and 2015:

2013: \$605,000

2014: \$556,000

2015: \$570,000

4: Q: Can it be broken down with food and beverage separately?

A: No

5: Q: What structural problems on the interior or exterior of the building exist?

A: Premises is offered in "As is Condition". No known structural problems.

6: Q: Is there a POS system?

A: No.

Q: If not, what means are used now to process transactions?

A: Operator must provide POS system.

7: Q: Can you provide the age of existing equipment on site?

A: No. Equipment was installed between 1992 and 2010.

8: Q: Can you provide a three year history of all utility expenses?

A: No.

9: Q: Is this property subject to property taxes?

A: Yes

10: Q: What is the three year history of payments?

A: We have no records, contact the Municipal Tax Collector for Wall Township.

11: Q: Paragraph 1.2.8 states that a full financial audit is required each year. Audits are an expensive and labor intensive process. Is this for revenue only of full set of financials?

A: The RFP Section 1.2.8 is clear on this point.

12: Q: How can a sub-operator exist if they cannot obtain a State Concessionaries License through ABC?

A: RFP Section 1.2.2 is clear on this point.

13: Q: Does the operator have to use Spring Meadow Inn as there operating name or can they use a pre-approved alternate operating name?

A: The Operator may change the name of the Premises with written approval.

14: Q: Are the past 24 months of sales available, I assume that through FOI I could request the figures

A: A: Gross Total revenue less Sales Tax for 2013, 2014 and 2015:

2013: \$605,000

2014: \$556,000

2015: \$570,000

15: Q: Estimate or actual utilities bills for prior 12 months

A: No The utilities are presently paid by the Concessionaire, the Department has no records.

16: Q: Prior to this lease who was responsible for repairs and maintenance of the Inn

A: The Premises is offered in "As is Condition".

- 17: Q: Major repair history – Last 12 months a. Septic System, b. HVAC, c. Kitchen Equipment, d. Bar Equipment
- A: No. The Premises is offered in “As is Condition”.**
- 18: Q: Will you warrant that all equipment and systems have been properly maintained since installation
- A: No. The Premises is offered in “As is Condition”.**
- 19: Q: Is the plan in 2021 to bid the golf course and the inn/halfway house together – sine they will both be up on April 15, 2021
- A: Subject to future deliberation, unknown at this time.**
- 20: Q: Is entire Inn ADA compliant – doorways, bathrooms, etc...
- A: Unknown. The Premises is offered in “As is Condition”.**
- 21: Q: Process for upgrade approvals, typical time requirement for approval
- A: Fact sensitive. Generally, less than 45 days for Office of Leases and Concessions decision to approve or deny. The Office of Leases and Concessions approval does not include any approvals by or within DEP and other State or local entities having jurisdiction.**
- 22: Q: Why is Operator of Inn solely responsible for trash pickup in parking lot if it is shared with golf course? And snow removal is shared
- A: The responsibility of the Operator is adequately set forth in the RFP.**
- 23: Q: What is occupancy of dining and bar area
- A: Unknown as of April 22, 2016.**
- 24: Q: What exterior area is included in lease
- A: The exterior area is identified in the RFP as Exhibit A.**
- 25: Are there guarantees that the course will not close during the term of the lease
- A: No**
- 26: Are there guarantees that the course will be in a playable condition during the lease term

A: No

27: Q: Does the Operator have to use the Kitchen/Bar equipment provided?

A: No. The equipment is State Property and can be removed with the written permission of the Office of Leases and Concessions. Replacement equipment purchased by the Operator remains the property of the operator and must be removed at the end of the term. Any equipment such as walk-in refrigerator/freezer compressors replaced by the Operator will become the property of the State.

28: Q: Is a Beverage Cart provided?

A: No.

29: Q: When was the grease trap last pumped?

A: The grease trap will be pumped prior to the July 1, 2016 by the current Operator.

30: Q; Who is responsible for the Septic System?

A: The Operators of the Golf Course and Spring Meadow Inn are jointly responsible.

31: Q: Will the Propane tank be filled prior to possession?

A: The tank will be filled prior to the July 1, 2016 by the current