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**DEPARTMENT OF
RECREATION AND PARKS**

EXECUTIVE OFFICE
221 N. FIGUEROA STREET
SUITE 350
LOS ANGELES, CA 90012

(213) 202-2633

MICHAEL A. SHULL
GENERAL MANAGER

February 15, 2017

**REQUEST FOR PROPOSAL FOR THE OPERATION AND MAINTENANCE OF THE
PEDAL BOAT RENTAL CONCESSION (CON-M16-003)**

QUESTIONS & ANSWERS NO. 2

1. Question: Who is the best contact for questions we have about the mechanics of correctly submitting the bid?

Answer: The deadline for questions has expired. For further instructions, you may refer to the RFP Exhibit B Instructions to Proposers.

2. Question: I did not see a separate suggestion for Lake Balboa in Section 3. Operational Plan. Should we submit a separate plan for that?

Answer: Yes, Section 3. Operational Plan states: "The plan should detail a year-round pedal boat rental operation in the two locations described in Section III," which includes *both* Echo Park Lake and Lake Balboa.

Please note: Only the Echo Park location would be required to submit a proposed operating schedule that coincides with the Echo Park Boathouse Café, now known as *Beacon/Echo Park* due to shared space.

3. Question: Are there internet/phone connections at both locations?

Answer: There are landline phone connections at both Echo Park and Lake Balboa. Currently, WiFi is only available at Echo Park Lake. Lake Balboa does not currently have WiFi provided by RAP.

4. Question: Page 1, Section 2, first bullet states:
Provide pedal boat rental service (and other types of non-motorized boat rental) at Echo Park Lake, Anthony C. Beilenson Park (Lake Balboa), and other possible locations as needed, on a year round basis.

- a) What additional vessels are you interested in if any?
- b) The RFP focuses on non-motorized boat rentals but there appears to be an interest on RAP's part to gather ideas for additional services and amenities. Is RAP interested in



bidders proposing additional services and amenities that are beyond non-motorized boat rentals? In other words, does RAP have any guidance on the scope it might accept and what just might be dismissed quickly?

- c) The contract focuses on pedal boats specifically, but the current operator has a canoe and gondola-type boat for rent. Are there other types of non-motorized boats that are acceptable to use in the future contract?

Answer: The Department of Recreation and Parks (RAP) welcomes suggestions for other types of non-motorized boat rentals, additional services and amenities. Additional services and amenities are subject to RAP approval.

5. Question: Page 1, Section 2, bullet number seven states:
Assess, install and provide on-going maintenance and equipment, including all necessary furnishings to create an inviting Concession.

Will more permanent signage be allowed at either location?

Answer: Proposers interested in permanent signage should submit renderings for RAP's consideration.

6. Question: Page 6, Section, 3.3.2:
Indicate technically advanced equipment or tools to be used, such as point-of-sale systems, inventory management systems, instruction tools, security systems, etc. include features and benefits of each. If none are to be used, so state in the proposal.

Will security cameras or alarms systems be allowed?

Answer: Security camera installation would require RAP approval.

7. Question: Is having an ADA pedal boat in the fleet required?

Answer: Yes

8. Question: Currently, the RAP lifeguards rent kayaks at Lake Balboa. Can the rental of kayaks be given to the boat rental contract instead?

Answer: No

9. Question: The agreement (Section G: Equipment, Furnishing, and Expendables) states the need for a rowboat for water rescue operations and a kayak for rules enforcements. Later, Section M (Safety and First Aid) mentions use of a paddleboard and kayak for effecting rescues and notifying patrons of rules infractions.

Are all three required per the contract: row boat, kayak, and paddle board?

Answer: Yes

10. Question: Is the concessionaire who is awarded this contract obligated to operate additional boat rental locations, at RAP's discretion?

Answer: No, the concessionaire would not be obligated to operate future locations. However, the concessionaire would receive first right of refusal.

11. Question: The Echo Park location has a floating "EZ Dock." Is this owned by the City or the existing concessionaire?

Answer: The current concessionaire owns and installed the floating EZ Dock.