

1. It listed capacity for the facility at 750 people. is that just the building itself? The size of the property would lend itself to a significantly higher number. Is the intention to put a capacity on the business itself? If that is the case, what about special events? In the past there have been large military groups such as the USS George Washington that brought 1000 people to the facility. Would the capacity be able to be increased for special events or private functions?

A. The 750-person capacity of the building is set by the National Park Service Fire Safety Program in cooperation with the Fire Marshal's Office with the City of Hampton.

B. The building occupancy capacity, as answered in Question A, follows current codes and compliance standards based on the facility.

2. Parking is listed as only on paved areas with special permits for grass. Will the grass lots that were used in the past be available on a regular basis? If not, will Walker Airfield be available regularly? The current paved parking has 235 spaces and does not support the capacity of 750 guests.

A. As noted in the Superintendent's Compendium, "... parking on the grass is prohibited throughout the park, unless authorized by NPS permit." There are no current plans to regularly authorize parking on the grass. Such requests are anticipated for consideration on singular events on a case-by-case basis.

B. Use of Walker Airfield will be managed through Special Use Permit process subject to operational availability.

C. The building occupancy capacity is not established by the number of parking spots in the existing paved parking area

3. If Walker Airfield is intended to be used by the facility, what improvements does National Park intend to make and what improvements would need to be made by the new business? Would any improvements to the airfield or accessibility be eligible for a rent credit? Would additional expenses required to operate satellite parking on the airfield be available as a rent offset?

A. Walker Airfield is not part of the facility described in the Requests for Proposal. Any individual scheduled use of this area would be subject to authorization under a Special Use Permit and not eligible for rent credits or offsets.

4. Is there any planned improvement to the existing paved parking? There is inadequate lighting, water pooling, cracked pavement and other safety issues. Will the paved parking adjacent to the building be strictly for guests of the business?

A. There is no current plan to improve existing paved parking.

- B. . Under projects the roof is listed at \$50,000. There was an estimate given to national parks in the spring of 2022 that shows \$155,000 not counting change orders. Can that be updated in the RFP because it will be misleading to some potential bidders?

Required repairs listed under 6.D.a. of the Request for Proposal are listed as an estimated cost. Any final cost for this required repair will be subject to current fair market value and the project needs when a qualified estimate is performed.

6. Is there any type of abated rent at the beginning of the lease for the new business to come in? With a target date of April 1 the new business will not get a full summer season due to normal start up timing and permitting through groups like VA ABC. They will be paying rent without significant income. This will definitely be the case if there are any significant improvements to the property because of the approval process required by NPS, the property would not be operational upon taking over.

**A. The NPS is not offering any rent abatement**

7. The fair market value of the property did not change with the new RFP? That value was set in the previous RFP. If there is now a capacity and significantly reduced parking, why did the market value of the property not change? If the intention is to only use the paved lot adjacent to the building, financially an operation cannot survive based on the “fair market rent” as set in this RFP.

**A. The NPS determined that the market value of the property did not change based upon the revisions**

8. The parking plan has been inserted as part of the requested information. If there is only the paved lot adjacent to the building, what is the need for a parking plan? There was a question of how the business intends to keep people off of the grass. If the grass lots are not listed under the lease as property of the business, why would it be the responsibility of the business to keep people off of the grass lots? Wouldn't that be up to national parks to put some sort of ropes or barriers up?

**A. The applicant's submitted parking plan will outline how the Lessee plans to manage parking and customer safety in the parking areas for their proposed operation within established parameters such as the Superintendent's Compendium, NPS policy, local ordinance, and the Code of Federal Regulations.**

9. It said that the business would be responsible for the “maintenance of the beach.” I assume that is just for trash pick up and moving sand around after storms? Is there any plan for replenishment? In 10 years there will not be much beach if any left at all.

- A. The exclusive use of the beach is optional under the Request for Proposal and all operations and maintenance costs for the beach would be the Lessee's responsibility if included in the land assignment.
- B. There is no current beach replenishment plan in place.

10. The hours of operation were listed at 7 AM to 10 PM regularly. I assume that's for general public business? Is that for outside only? If the facility was to have catering or private events, could the hours be extended later?

As stated in the Request for Proposal, "Hours of Operation for this facility will be mutually agreed upon between the NPS and Lessee and established within an annual Operating Plan with regular operating hours not to exceed 7am to 10pm." This annual Operating Plan would cover the hours planned for regular operation and any private or other services to be offered subject to mutual agreement between the NPS and Lessee.

11. They listed one walk up bar outside and one walk up bar inside. Is that for regular day to day business? If there are catered or private events, would additional bar service for the private group or event be acceptable?

Any request for additional services would need to be submitted to the NPS for review and approval in advance.