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ADDENDUM No. 1
INVITATION TO BID

***Food and Beverage Operations at multiple locations, including:
Joe Wheeler State Park, DeSoto State Park, Lakepoint State Park, and Oak Mountain
State Park***

Issued: October 1, 2025

To All Potential Respondents: This Addendum is issued to modify the previously issued ITB documents and/or is provided for informational purposes, and is hereby made a part of the ITB documents:

RFI 1. Is the Concessionaire responsible for providing a new POS system, or is the existing system on-site required to be used? Additionally, should all sales be deposited into a bank account established by the Concessionaire?

Response: The Concessionaire(s) will need to use their own POS system. Concessionaire must deposit Food and Beverage revenues into its auditable concession business account. This must be a separate account from any other businesses. Concessionaire will need to have an industry-standard food and beverage platform for operations, accounting, and customer engagement.

RFI 2. Regarding Lakepoint State Park. During the site visit, it was observed that some kitchen equipment was not operational. Will the State repair or replace this equipment prior to the Concessionaire's start of operations?

Response: We will aim to repair or replace equipment that is needed before starting operations, subject to the availability of funds. Some equipment may not be needed depending on the selected concessionaire.

RFI 3. The Bid notes that Lakepoint has averaged a total of 36,804 guests over the past three years, or approximately 12,268 guests per year. Does this figure reflect year-round restaurant operations or seasonal operations only?

Response: Year-round operations, but only at 4 days per week, not 7 days per week. The restaurant is only open from Thursday – Sunday at this time.

RFI 4. Regarding the remittance holdback option – is this referencing the remittance in Section 3 #2? Also, is this option limited exclusively to capital improvements, or can it also be applied for other purposes?

Response: Yes, holdback is referring to section 3 #2 and this option would only be available for the concessionaire to make capital improvements.

RFI 5. The bid states that the concessionaire will be responsible for the purchase of LP gas. What is the monthly average gas bill at Lakepoint?

Response: There isn't any natural gas or LP gas at Lakepoint State Park.

RFI 6. If the concessionaire does not have a liquor license, can they go under the States license for that facility?

Response: Please contact the Alabama Alcoholic Beverage Control (ABC) licensing division office for your county to obtain information on applying for an ABC license.

RFI 7. Once a concessionaire is selected, will outside caterers still be permitted to provide services at Lakepoint, or will all catering be handled exclusively by the concessionaire?

Response: Outside caterers may be allowed for certain events, for example, due to potential dietary restrictions or customs.

RFI 8. Could you provide the number of kitchen staff, along with their titles and hourly pay rates?

Response: We have 7 kitchen staff, 2 cashiers, and 5 waitresses. Their rates of pay range from \$13 to \$28 per hour. Waitresses range from \$6-\$7 per hour.

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