

First Addendum to RFB 080526 – Kentucky Department of Parks - Kayak Kiosks

Questions from Potential Bidders with Response from Parks/Finance:

- 1. Because we are a new operation, we don't have any active locations. This means we do not have any past operational case studies to present with our bid. Does this disqualify us in any way?**

Response: This decision will be factored in combination with all other pertinent details of the bid and made by the Department of Parks.

- 2. Is the winning bidder required to use the provided power utilities, or can solar be used as the sole source of power for electronics?**

Response: Parks shall accept solar utilized power, as long as the function of the kiosk is consistent for guests(s).

- 3. Can you provide visitation figures for each of the four parks (Kenlake, Buckham Lake, Kincaid Lake, and Green River Lake) for the last three to five years, annual and monthly if available? If per-park visitation isn't tracked, any proxy such as campground occupancy or boat-launch/marina counts would be helpful.**

Response: Daily guest visitation is not tracked at Kentucky State Parks. We do have occupancy data from campgrounds and lodges. Please also note that Green River and Kenlake have had or are in process of major campground renovation projects.

Buckhorn (Lodge/Cottage Occupancy Rates): no campground

Green River (Campground Rates): FY24 – 35.5%, FY25 – 42% April-Oct 2024; closed April 2025 due to flooding, FY26 – Closed due to flooding; expected to reopen Spring 2027.
When open, this is the second highest revenue generating campground. (\$38 RV and \$23 PR)

Kenlake (Lodge/Cottage & Campground Occupancy Rates): FY24 – 22.7%, FY25 – 0%; closed for renovation. FY26 – 0%; closed for renovation. This campground has been completely redesigned to include a new bathhouse, pull-through sites, sewer, and camper cabins. Expected to open September 2026. The above occupancy numbers are not indicative of what we anticipate this campground achieving upon opening during peak season.

Kincaid Lake: (Campground Occupancy Rates): FY24 – 24.8%, FY25 – 23.6%, FY26 – 23.0%
Campground reservations are down due to the pool being closed; however, we do have a fair number of parkgoers requesting kayak/canoe rentals that are not guests of the campground.

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4. **Is there an existing kayak, canoe, or paddleboard rental operation, whether park-run or offered through the marinas, at any of the four parks? If so, do you have any rental numbers (gross sales or transaction counts) you're able to share? And will the resulting license be exclusive for self-service kayak rentals on each park's premises?**

Response: No, these state parks do not have any other kayak, canoe or paddleboard rentals currently in operation by park or by concessionaire. Note, on some reservoirs such as Kentucky Lake or Green River, it is possible that other marinas or operators off site of the state park do provide these services.

Green River Marina does have 2 kayaks that they rent for \$30 for 8 hours.

3. **What is cellular coverage like at the water-access areas of each park?**

Cellular coverage can be spotty in each park, depending on location, and varies with different carriers.

This is the end of Amendment #1.

Questions concerning the RFB shall be submitted in writing to the Buyer via email at Jamie.Bryant@ky.gov. Questions concerning the RFB and official answers will be posted publicly as an addendum to the RFB on the Commonwealth of Kentucky's eProcurement website at <https://vss.ky.gov/vssprod-ext/Advantage4>.

ALL BIDS MUST BE RECEIVED IN WRITING, AS DESCRIBED IN THE BID PACKAGE, PRIOR TO THE BID OPENING DATE AND TIME. SEALED BIDS MAY BE DELIVERED IN-PERSON OR MAILED TO THE BUYER'S ADDRESS: DIVISION OF REAL PROPERTIES, 403 WAPPING STREET, THIRD FLOOR, BUSH BUILDING, FRANKFORT, KY 40601. THANK YOU FOR YOUR INTEREST.