



New Jersey Turnpike Authority

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March 7, 2019

TO ALL PROPOSERS:

RE: Request for Proposals
Management Services Interchange 8A Park-and-Ride Facility
RM-142698 Re-Solicitation

Responses to Inquiries

Dear Sir/Madam:

Below are the New Jersey Turnpike Authority's ("Authority") responses to inquiries received with respect to the above-referenced Request for Proposals ("RFP").

Responses to Inquiries:

1. Can you please provide a history of parking revenue, separated by daily and monthly parking volume, bus revenue and other revenue for the past five years of operation? Indicate if the figures provided are gross or net of sales and taxes.

ANSWER: See Attachment No. 1 entitled "Academy – Annual Statements and Academy – Monthly Statements 2014 - 2017". This information is required under the existing contract and provided by the current Operator ("Academy").

2. Can you provide the most recent budget for the operation, including all costs for maintenance and utilities?

ANSWER: See Answer No. 1.

3. What is the current license fee paid by the operator?

ANSWER: \$200,000.00

4. Can you provide a current staffing schedule?

ANSWER: No, that is the purview of Academy.

5. What hours are bus tickets sold at the counter?

ANSWER: Bus tickets are sold Monday through Friday from 5:00 AM to 10:00 AM.

6. Is there a CCTV system installed in the terminal? Who monitors the video?

ANSWER: There is a security camera system in the terminal that is monitored by Academy

7. Can you please elaborate on the bus ticket sales set-up?

ANSWER: Academy sells bus tickets at the counter Monday through Friday from 5:00 AM to 10:00 AM. Once the counter is closed, passengers may purchase tickets on the bus.

8. The current parking revenue control system appears to be a simple gate that has some type of accurate counting device based on the number of times the gate rises. Does this equipment work properly? On the date I observed the operation, the entrance gate was not used and the exit gate is missing.

ANSWER: The gate is operated from 5:00 AM to 10:00 AM. The gate is left up for the remainder of the day.

9. Can you provide the most recent bus schedules from all bus companies utilizing the facility?

ANSWER: The bus schedule is on Academy's website.

10. Page 10. D. Utilities and Maintenance, 3. Indicates "light standard relamping." Does this mean the operator is only responsible to change the bulbs that have burned out but is not responsible for ballast replacement or any other electrical work relating to lighting?

ANSWER: The operator is in charge of all lighting at the facility including the light poles in the parking lots.

11. Can you provide a total number of lights on the premises by type, including wattage?

ANSWER: There are approximately 115 lights on the premises, which are 400-watt high pressure sodium.

12. Payment of the agreed upon flat annual license fee to the New Jersey Turnpike Authority, is this due on the first of the month for the preceding month?

ANSWER: Yes

13. Can you please provide a listing of the website to find certified SBE, WBE and MBE firms that can be used to fulfill subcontracting responsibilities?

ANSWER: This contract does not require any specific kinds of subcontractors. It is up to the Operator to determine if and what kind of subcontractor it would like to utilize.

14. There are no stated goals for SBE participation. Is it simply a “good faith effort” to utilize them?

ANSWER: Yes

15. Will all furniture, safes and equipment remain for use by the new operator?

ANSWER: The furniture, safe and equipment belong to Academy. They may, but are not required to leave these items for use by future operators.

16. It was stated during the site visit that there were certain other areas of maintenance that would be corrected prior to the start of the term. The asphalt repair and ultimate restriping will be done by NJTA. It was also stated that the footbridge would be addressed and repaired by NJTA. Is this accurate?

ANSWER: Yes, the Authority plans to undertake some repairs to the grounds/parking lot. The footbridge is pending an inspection by the Authority.

17. Please provide the award for the last contract.

ANSWER: Please see Attachment No. 2 entitled “Agenda Item No. 406-10-2013”.

18. Why on the cover page is this RFP called a re-solicitation?

ANSWER: This is the second solicitation for this contract. There was a sole proposer in the first solicitation whose proposal was non-compliant with the scope of services. No award was made for that solicitation and the contract was re-advertised.

19. The following were noted during a recent site visit but do not represent all that is in need of repair prior to the commencement of a new Contract:

- a. The bathrooms are in a serious state of disrepair. Water leaks from many faucets and toilets. Toilet seats are missing or loose and they are not of a type that is easily replaced.
- b. Floor tiles in the manager’s office are loose or missing.
- c. Terminal should be repainted.
- d. When was the HVAC equipment last replaced? The HVAC and heating system are in good working order.

ANSWER: a to c - Authority personnel considers the terminal building to be in satisfactory condition and does not recommend any upgrades to that building at this time. See Paragraph 5.01 of the Revised Draft Services Agreement. d - It appears that the HVAC equipment was installed by Academy.

20. Page 64, 4.05 Representations by Operator, “The operator is a duly organized validly existing limited liability corporation in good standing with the state....” Why does this state an LLC?

ANSWER: Limited liability corporation is deleted. See paragraph 4.05 of the “Revised Draft Services Agreement” in Addendum No. 1 paragraph 2.

21. Page 67, 7.01, Payments, discusses a license fee of \$250,000 annually. Why is this dollar amount posted here?

ANSWER: There is an error. See paragraph 7.91 of the “Revised Draft Services Agreement” in Addendum No. 1 paragraph 2.

22. Are bus company fees billed directly by the Operator of the terminal?

ANSWER: Yes.

23. Does the Operator or an employee of the bus companies staff the bus ticket sales counter?

ANSWER: Yes, under the current contract.

24. Is the Authority open to changing the way the parking lot is managed, such as introducing “Pay by Plate” technology?

ANSWER: Proposer is free to propose any services that will enhance the facility operations.

25. If a third party billing company is used for parking permit sales such as Parkmobile or OmniPark, whereby a convenience fee is charged to the patron for utilizing their services, is this acceptable to the Authority?

ANSWER: Proposer would be required to provide a proposal for such services, which will be reviewed by the Evaluation Committee in light of the overall proposal.

26. Can you provide a better picture of the property that clearly delineates the boundaries as far as landscaping is concerned?

ANSWER: The sketch provided is the one available at this time.

27. Who is responsible for the fire hydrants and the fire safety system?

ANSWER: The Authority is responsible for the fire hydrants. If the facility has a fire safety system, it is the responsibility of the Operator.

28. The fencing around the perimeter has numerous areas where it is in bad shape. Will this be repaired by the current operator or the Authority?

ANSWER: The fencing around the perimeter is pending an inspection by the Authority.

29. If requested can I bring my maintenance manager to the location to observe and check the electrical system, HVAC, water system, sewage system to ensure all it working properly?

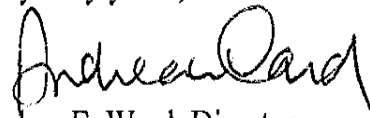
ANSWER: Yes, contact Angela McNally in PMM at 732-750-5300 extension 8628, or via email at mcnally@njta.com, to coordinate such an inspection with Patron Services and Academy personnel.

30. Is the sewage public sewage or septic?

ANSWER: The sewage is public.

PROPOSALS ARE DUE ON Tuesday, March 19, 2019 at 4:30 PM ET.

Very truly yours,

A handwritten signature in black ink, appearing to read "Andrea E. Ward". The signature is fluid and cursive, with a large initial "A" and "W".

Andrea E. Ward, Director

Procurement and Materials Management