

CITY OF NEWTON, MASSACHUSETTS  
PURCHASING DEPARTMENT  
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Fax (617) 796-1227

May 19, 2023

**ADDENDUM #2**  
REQUEST FOR PROPOSALS #23-99

**CANOE/KAYAK RENTAL CONCESSION**

THIS ADDENDUM IS TO: ANSWER THE FOLLOWING QUESTIONS:

**Q1. Can you please provide the monthly management report consisting of attendance/rentals, income of permit sales, and maintenance undertaken by previous concessionaires within the last 5 years?**

**A1. Yes, please see attached report.**

**Q2. Minimum Requirement C.8 "Canoe/Kayak Management Firm has directed a municipal Canoe/Kayak concession in the Commonwealth and is familiar with DCR requirements for operating on the Charles River" is oddly worded and seems to extremely limit the potential pool of bidders, would the City's Procurement Office consider issuing an addendum to waive this requirement to make it a more competitive process?**

**A2. Because the contract will be with a public entity, i.e., the City of Newton, and the concession will be operated on the Charles River, we believe it is reasonable and appropriate for the proposer to have this experience.**

**Q3. Is all the equipment currently on-site for use of this sole operation?**

**A3. The dock is currently on-site. The rental equipment is provided by the contractor.**

**Q4. Could you provide historical revenue and visitation for the past 5 years at this site?**

**A4. Yes, please see attached report.**

**Q5. What is the anticipated start date for this contract?**

**A5. The contract will start at the day of contract execution.**

**Q6. Since the responses are due on the 15<sup>th</sup>, but proposals are due on the 18<sup>th</sup>... do you have any intention of extending the due date?**

**A6. Yes, as noted in Addendum #1, the Bid Submission deadline has been changed to:  
May 25, 2023 at 11:00 a.m.**

All other terms and conditions of this bid remain unchanged.

**PLEASE ENSURE THAT YOU ACKNOWLEDGE ALL ADDENDA ON YOUR  
BID FORM. FAILURE TO ACKNOWLEDGE ALL ADDENDA COULD  
RESULT IN REJECTION OF YOUR BID AS NONRESPONSIVE.**

Thank you.

A handwritten signature in black ink that reads "Nicholas Read". The signature is written in a cursive, slightly slanted style.

Nicholas Read  
*Chief Procurement Officer*

## Revenue at Nahanton Park Boating Concession

		2018	2019	2020	2021	2022
<b>Gross Sales</b>						
<b>Food</b>						
	<b>Catered Food</b>	863.31	933.30			
	<b>Total Food</b>	863.31	933.30			
<b>Instruction</b>						
	<b>Stand-Up Board</b>	785.00	401.20	1,003.00	463.00	375.29
	<b>Kayak</b>	2,568.00	1,782.00	944.00	1,056.10	
	<b>Instruction - Other</b>	3,482.53	630.00	250.00	875.00	
	<b>Total Instruction</b>	6,835.53	2,813.20	2,197.00	2,394.10	375.29
<b>Labor</b>						
	<b>Shuttle Labor</b>	735.00	1,070.00		0.00	437.00
	<b>Labor - Other</b>	390.00	40.00	10.00	603.13	
	<b>Total Labor</b>	1,125.00	1,110.00	10.00	603.13	437.00
<b>Rental</b>						
	<b>Season Passes</b>	57,630.00	58,979.00	60,408.00	84,435.00	65,052.00
	<b>Other</b>	2,909.01	4,973.95	229,151.63	111.00	
	<b>Stand Up Boards</b>	17,598.91	13,845.00	50.00	170.00	
	<b>Canoe</b>	30,966.99	28,450.01	177.00	839.60	
	<b>Kayak</b>	104,926.84	109,042.51	998.86	162,288.25	145,039.57
	<b>Total Rental</b>	214,031.75	215,290.47	290,785.49	247,843.85	210,091.57
<b>Sales</b>						
	<b>Accessories &amp; Other</b>	477.96	522.14	505.15	685.66	1,060.00
	<b>Total Sales</b>	477.96	522.14	505.15	685.66	1,060.00
<b>Total Gross Sales</b>		223,333.55	220,669.11	293,497.64	251,526.74	211,963.86

Year		May	June	July	August	September	October*	Total		
2022	Revenue	20,066.00	32,863.80	53,651.83	24,457.42	17,958.59	62,966.22	\$211,963.86		
	Boats	877	1,402	2,140	975	759	135	6,288		
	Maintenance:	Resurfaced the dock with temporary rubber matting to allow operation on the sloped dock which was resting on bottom								
2021	Revenue	9,288.00	37,717.22	37,913.11	44,400.73	30,124.88	92,088.80	\$251,532.74		
	Boats	276	1,119	1,125	1,318	894	2,733	7,465	Estimates	
	Maintenance:	Updated road sign								
2020	Revenue		32,116.22	75000	74,431.42	41,577.40	70,372.60	\$293,497.64		
	Boats		953	2,217	2,217	1,234	2,088	8,709	Estimates	
	Maintenance:	Added Mobe Mat in high traffic areas to lessen compaction/control erosion								
2019	Revenue	16,285.94	29,336.53	44,082.88	46,985.45	21,916.82	62,061.49	\$220,669.11		
	Boats	921	1,742	2,548	2,437	1,214	210	9,072		
	People	1,538	2,613	3,802	3,881	1,908	322	14,064		
	Maintenance:	Resurfaced Dock								
		Strengthened and re-anchored gangway								
2018	Revenue	9,499.02	36,441.88	53,135.41	34,237.82	29,587.15	60,432.27	\$223,333.55		
	Boats	527	1,865	2,880	1,795	1,691	217	8,975		
	People	832	2,994	4,445	2,741	2,638	344	13,994		
	Maintenance:	Surveyed and removed invasive water chestnut plants upstream through Cutler Park								
		* Season Pass income for the season at each rental location is calculated at the end of the season and added to October Revenue.								
Yearly Maintenance:		Maintain fencing along river to control customers and decrease bank erosion								
		Inspect dock, gangway and picnic tables and perform needed repairs								
		Clean grounds and assist with removing invasive plants								
		Clean inside of building as needed								
		Maintain paddling equipment storage boxes and all boats and accessories. Replace stock on a regular basis.								