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**Fakahatchee Strand Preserve State Park  
&  
The Friends of Fakahatchee**



**Welcome  
the  
Park's current and potential new  
Commercial Operators**



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**The Friends of Fakahatchee**

- **A 501(c)(3) nonprofit CSO supporting and helping to preserve the unique ecological and cultural heritage of the Park & educating the public about its importance**
- **Over 350 strong**
- **Celebrating our 20<sup>th</sup> anniversary this year**
- **Donate more than 10,000 volunteer hours annually**
- **Make the Park's resource management goals achievable through our financial and volunteer support**
- **Contribute substantially to the park's operating budget - Direct Park Support by FOF forecast at \$98,000 for FY 2018**
- **Our Faka-hackers help maintain over 50 miles of trails & 11 Mile Janes Scenic Drive**
- **We entirely maintain the Big Cypress Bend Boardwalk**
- **We conduct most of the park's interpretive programs including tram tours and swamp-walks**



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- We currently entirely maintain the Big Cypress Bend Boardwalk
- We conduct most of the park's interpretive programs including tram tours and swamp-walks
- We fund research projects
- Our Educational Outreach serves wider community through talks & lecture
- We publish a widely read monthly newsletter – the Ghostwriter
- 13,000 visit our website which has become the main portal for information on the Park



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## We have championed the Big Cypress Bend Boardwalk Expansion Project

- Funded the Development of a Master Interpretive Plan for the site
- Funded the initial architectural design work
- Funded additional survey work
- Secured \$3.5 Million Funding from DEP & Legislature completion of phase 1
- Ground breaking 7 December 2018!



# The New Boardwalk Parking Area will make the Fakahatchee a must stop destination





**As a result of its public Call for Business Plans, the DEP has selected FOF to manage the provision of all visitor services in Fakahatchee Strand Preserve State Park under a master Concession Agreement CA-0518**



## **The purpose of concessions**

- **Provide visitor services that the Park would otherwise be unable to offer**
- **Enhance the visitor experience**
- **Fulfil fundamental needs like food & beverages**
- **In this case DEP also sought someone to manage all visitor service operations, i.e. to serve as 'air traffic controller' for existing commercial operators**
- **To provide the Park Manager a mechanism to regulate access & protect the resource**



## FOF's Approach

- We are not going to expand our own tour program
- We are not going to compete with you
- We don't want to interfere with your client relationships
- All commercial operators will be treated equally
- We will assist the smaller operators with paperwork etc where we can
- We are going to promote your businesses
- We want your success to be our success
- You will have to sign an Independent Subcontractor agreement

### We are creating 3 Classes of operator:

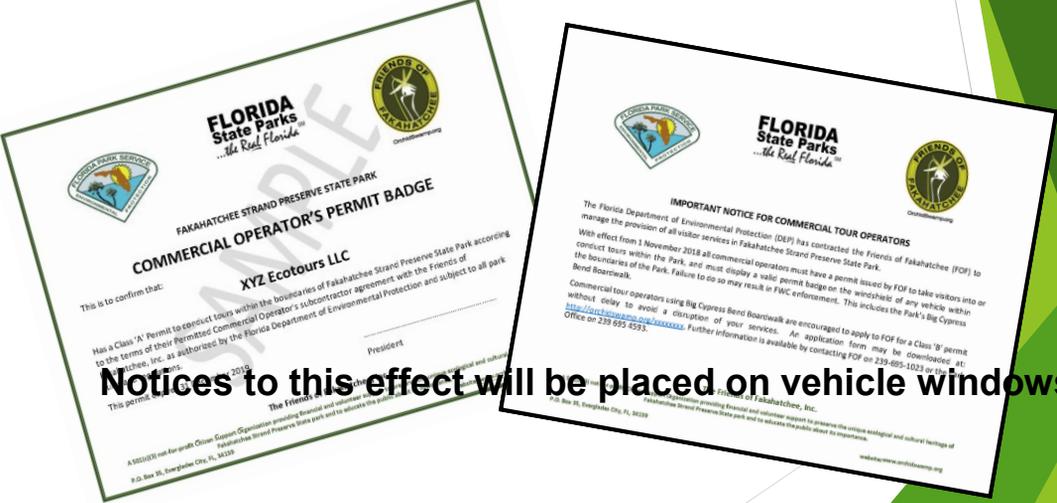
- **Class A operators: annual permit fee \$800, plus monthly commission of 13% of revenue generated in Park except for Boardwalk tours**
- **Class B: \$1,200 annual permit fee, no commission but limited to Boardwalk Tours**
- **Class C : \$250 permit fee per special event plus commission of 5-10% of proceeds generated in Park**
- **Others may follow in future, e.g. Class D food services**

Our policy will be to be inclusive rather than exclusive. However when a capacity limit for any particular resource is determined by the Park Manager, the number of permits or frequency of operation may have to be restricted



- From November 1<sup>st</sup> commercial operators must have a permit to use the Park
- FOF will waive all commissions Until January 1<sup>st</sup> 2019
- In the interim, park entrance fees still must be paid

## Commercial operators' vehicles will need to display a permit badge



**NOTICES to this effect will be placed on vehicle windows**

## We're aware of issues on the East River

- Parking
- Congestion
- Scheduling
- Disturbing the bird rookery
- Even feeding gators!



We will arrange a separate meeting with paddling companies to discuss & resolve these

## In the meantime:

Tour company & client vehicles must park along US Hwy 41

They will not be allowed to park on the access road

This will be reserved for private paddlers & canoe/kayak drop off only

New signage protecting the rookery



## Capital Improvements

- \$ 13,000 for an outdoor classroom/rain shelter at Boardwalk
- \$45,000 to sever, re-landscape & gate old Boardwalk entrance
- \$47,000 for Park Information Kiosks and Signage at East River, JSD trailheads and other access points, completion by December 2018
- \$50,000 for a 70 x 96 ft pole barn to store the Park's equipment completion target 2019



## How are we going to help promote your businesses?

Rack Cards  
QR Code  
linked to  
listing on  
website  
  
Feature  
articles in  
our  
newsletter



1/2"=1'-0"

# Fakahatchee Strand Preserve State Park



**About**

Fakahatchee Strand is the largest state park in Florida and is home to the largest strand swamp in the world. Fakahatchee is an important part of the larger Everglades ecosystem, transporting and filtering water south into the Ten Thousand Islands and Gulf of Mexico. The strand has a moderating effect on temperature and humidity, encouraging a wide range of biodiversity and sustaining a habitat for 47 different species of orchids, more than are found anywhere else in the United States. Widespread logging occurred in the 1940s; through the 1960s but the park has recovered remarkably well. The legacy of this logging, an extensive system of trams constructed to harvest the lumber, creates unique recreational opportunities for visitors. Hikers or bikers along these linear hammocks may catch a rare glimpse of a Florida Panther or the even more elusive Everglades Mink. The emphasis at Fakahatchee is preservation, so facilities are limited, leaving 125 square miles of wilderness to explore and enjoy.

**Main Use Areas**

**1 Big Cypress Reed Boardwalk**

The Big Cypress Reed Boardwalk is a 1.2-mile-long boardwalk that provides a unique opportunity to see the park's most diverse and abundant plant life. The boardwalk is a great way to see the park's most diverse and abundant plant life. The boardwalk is a great way to see the park's most diverse and abundant plant life.

**2 James Scales Drive**

James Scales Drive is a 1.2-mile-long drive that provides a unique opportunity to see the park's most diverse and abundant plant life. The drive is a great way to see the park's most diverse and abundant plant life. The drive is a great way to see the park's most diverse and abundant plant life.

**3 East River**

The East River is a 1.2-mile-long river that provides a unique opportunity to see the park's most diverse and abundant plant life. The river is a great way to see the park's most diverse and abundant plant life. The river is a great way to see the park's most diverse and abundant plant life.

**4 West Main**

West Main is a 1.2-mile-long trail that provides a unique opportunity to see the park's most diverse and abundant plant life. The trail is a great way to see the park's most diverse and abundant plant life. The trail is a great way to see the park's most diverse and abundant plant life.

**5 East Main**

The East Main is a 1.2-mile-long trail that provides a unique opportunity to see the park's most diverse and abundant plant life. The trail is a great way to see the park's most diverse and abundant plant life. The trail is a great way to see the park's most diverse and abundant plant life.

**6 James Girdle Lakes**

The James Girdle Lakes are a 1.2-mile-long trail that provides a unique opportunity to see the park's most diverse and abundant plant life. The trail is a great way to see the park's most diverse and abundant plant life. The trail is a great way to see the park's most diverse and abundant plant life.

**Main Use Areas**

**Subtle**

Subtle is a 1.2-mile-long trail that provides a unique opportunity to see the park's most diverse and abundant plant life. The trail is a great way to see the park's most diverse and abundant plant life. The trail is a great way to see the park's most diverse and abundant plant life.

**Ghost Orchid**

Ghost Orchid is a 1.2-mile-long trail that provides a unique opportunity to see the park's most diverse and abundant plant life. The trail is a great way to see the park's most diverse and abundant plant life. The trail is a great way to see the park's most diverse and abundant plant life.

**Strand**

Strand is a 1.2-mile-long trail that provides a unique opportunity to see the park's most diverse and abundant plant life. The trail is a great way to see the park's most diverse and abundant plant life. The trail is a great way to see the park's most diverse and abundant plant life.

Linked to listing of opportunities for adventures in the park on website






## FOF is creating an online storefront for our permittees

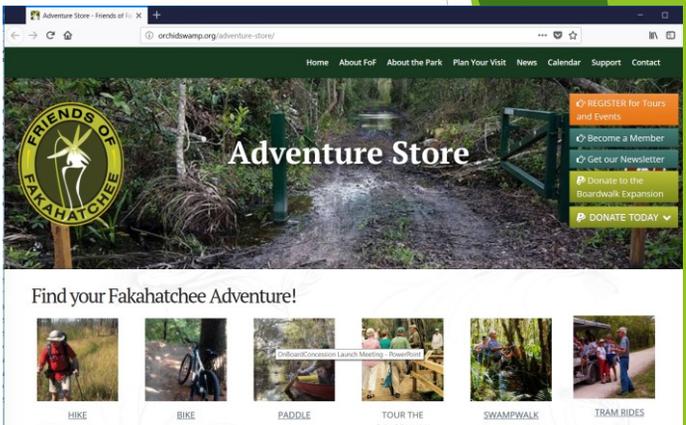
Visitors will be able to search for permitted commercial operators by activity on our site

<http://orchidswamp.org/adventure-store>

<http://orchidswamp.org/hiking/>

And go to an individual permittee page which will allow them to go to the permittees own website for booking etc. e.g.

<http://orchidswamp.org/fakahatchee-hikes/>



This will augment, not replace your own promotion & marketing

## How to Apply

Download, complete & submit our Permit Application on the Concession portion of our website:

<http://orchidswamp.org/concessionaire-program/>

- You'll need to select the Class of Permit you are applying for
- Provide some information on your company
- Provide 2 business references
- Describe your planned Commercial Activities including;
  - Frequency
  - Proposed schedule
  - Location
  - Average group size
  - Typical prices

*Normally a \$50 application fee will be charged which is waived for initial applications*

## What happens next

Your application will be reviewed by FOF & the Park Manager

After FOF & the Park Manager are satisfied with the information we have received a subcontractor agreement will be drafted which is subject to approval by the DEP

A sample Independent subcontractor Agreement can be viewed or downloaded from the Concession section of our website.

Your Permit fee is due upon signature of the Agreement

The contract will include EXHIBIT C which will be your actual permit and include Authorized Visitor Services or Activities, Authorized 'Use Areas' or Facilities and Any Special Restrictions.

You will be issued with a permit badge/s to display on your vehicle/s windshield

## Implementation Schedule

**You must have a permit to operate in the park from 1 November 2018**

**You are required to pay the standard \$2.00 entry fee to us for every client you bring into the park from 1 November**

**You must file your first return to FOF with consolidated entry fees for the period 11/1/18 - 11/30/18 on or by 12/10/18**

**You will use our EXHIBIT D with attached Excel tally to do this**

**No commissions will be charged until the start of January 2019**

**Your first return to FOF with both park entry fees & commission will be due on or by 2/10/19**

## What You need to do

1. **Submit permit application**
2. **Secure appropriate commercial general liability & commercial automotive insurance in the amounts specified in the agreement**
3. **Before or at contract signature submit required insurance certificates naming FOF, The DEP and Trustees as co-insured**
4. **Conduct & submit Purchasing Card Industry (PCI) Self assessment Questionnaire (SAQ)**
5. **Within 30 days of contract submit your Safety & Environmental Protection plans for approval**
6. **Ensure you have preformed sexual predator, public entity crime and e-verify checks on your employees**
7. **Create a page on your website unique to your offerings in the Park which will be the initial landing site for the link from us to you**
8. **Provide us a 300 word description of your business and one representative photo for our online store front**
9. **Have your clients sign liability waivers and keep a record of them for 3 years**
10. **File accurate monthly returns by the 10<sup>th</sup> of each month with your consolidated entry fees and commission payments**
11. **Report & pay any taxes directly to relevant authority**

## Minimum Insurance Requirements

### **Workers Compensation Insurance**

### **Commercial General Liability Insurance**

\$1,000,000 for each occurrence and \$2,000,000 in the aggregate

### **Commercial Automobile Liability insurance**

\$1,000,000

**Any specialized insurance** required unique to particular type of operations, e.g. water sports

**All insurance shall name FOF, the Department, and the Board of Trustees of the Internal Improvement Trust Fund of the State of Florida ("Board of Trustees")**

## Reporting Requirements

**EXHIBIT C monthly admissions & sales return by the 10<sup>th</sup> of each month for the previous month**

**Note: You will be supplied an Excel spreadsheet with built-in formulas to record & automatically calculate amounts due**

## Records Maintenance

**E-verify, Sexual Predator and Criminal Enterprise checks**

**Liability Waivers**

## **Permit Application Advice**

**Don't apply for categories of services you are not currently planning to provide. You are contracting to provide the services listed. you can always ask for an amendment later.**

**Don't delay**

**Send in your application by email to  
FOF\_90@Hotmail.com**



**Let's work together to ensure our  
visitors have a real Florida experience**

**Thank you**