

Response to Questions for the Santa Fe Canoe Outpost RFP

What are the make, model, year, and mileage of each van and truck at the Canoe Outpost?

The make, model, year and mileage of each van and truck at the Canoe Outpost is attached on the Equipment List. Staff is double checking the mileage of each vehicle and will post updated information on this page.

What are the last 3 years 18, 19, 20, gross revenue of the Canoe Outpost?

The last three years, 18, 19 and 20 gross revenue of the Canoe Outpost is attached on the Historic Income and Expenses Page.

What are the current 2021 revenue numbers through the end of October?

This information was not made available to the City.

What are the average electric and internet bills for the last 2 years?

Information on the average electric and internet bills is attached on the Stabilized Income and Expense Summary, Expenses and Operating Expenses for 1 Day reports. Staff does not have the last two years information, only the average amounts provided by the previous owner.

Being that the Santa Fe canoe outpost is owned by the city is it going to be considered a public park? Meaning if it's a public park people can come down there and hang out for the day and picnic etc.. but being that it's traditionally been run as a business and they RFP is for someone to come and operate a business if being open to the public it could cause a issue with taking up parking spaces for non-paying customers. Is this going to be the case that it's a public park or will it be that the operator can charge for parking for non-renting customers?

**EQUIPMENT LIST
SANTA FE CANOE OUTPOST
HIGH SPRINGS, FLORIDA**

Item Description	Quantity	Value Each	Total
Single Kayaks - Sit on Top	19	\$400	\$7,600
Single Kayaks - Sit in	24	\$450	\$10,800
Double Kayaks - Sit on Top	10	\$600	\$6,000
Double Kayaks - Sit in	10	\$350	\$3,500
Paddle Boards - River	12	\$150	\$1,800
Paddle Boards - Flat	11	\$150	\$1,650
Canoes	81	\$500	\$40,500
6-Rack Trailer	2	\$2,000	\$4,000
8-Rack Trailer	3	\$2,500	\$7,500
Canoe Paddles	150	\$30	\$4,500
Paddle Board Paddles	17	\$45	\$765
Kayak Paddles	90	\$60	\$5,400
Adult Life vests	210	\$10	\$2,100
Child Life Vests	45	\$15	\$675
Seat Backs	44	\$22	\$968
2000 Mazda B-Series Pickup (260,425 Miles)	1	\$5,100	\$5,100
2007 Chevy Express G3500 Van (195,338 Miles)	1	\$6,800	\$6,800
2000 GMC Savanna G3500 Van (236,920 Miles)	1	\$6,800	\$6,800
2004 Ford Econo/Club Wagon Van (128,045 Miles)	1	\$4,500	\$4,500
2000 Ford Econo/Club Wagon Van (61,501 Miles)	1	\$5,500	\$5,500
6' x 10' Utility Trailer	1	\$1,800	\$1,800
Sleeping Bags	9	\$10	\$90
Camping Dry Boxes	3	\$0	\$0
2-Man Tents	3	\$25	\$75
Camping Stoves	2	\$50	\$100
30 Gal Dry Bags	4	\$15	\$60
20 Gal Kobalt Compressor	1	\$350	\$350
48" Utilitech Fan - New	1	\$400	\$400
6 Gal shop Vac	1	\$20	\$20
Frigidaire Chest Freezer	1	\$400	\$400
GE Refrigerator	1	\$100	\$100
True Refrigerator Drink Cooler	1	\$800	\$800
Wood Stove	1	\$400	\$400
Picnic Tables	4	\$100	\$400
48" Element Flat Screen TV	1	\$400	\$400
Revo 7-Camera Security System	1	\$1,500	\$1,500
			\$133,353

MR. JAMES A. WOOD

SANTA FE CANOE OUTPOST, HIGH SPRINGS, FLORIDA

20G115.7

7.12

GILLOTT APPRAISAL SERVICES, INC
(727) 787-2213 • (828) 625-4370

Below are the ACTUAL expenses and revenues for the Outpost for the last few years:

HISTORIC INCOME AND EXPENSES INCLUDING APARTMENT RENTAL

Year	Revenues	Expenses	NOI
2016	\$230,226	\$220,114	\$10,112
2017	\$199,243	\$169,000	\$30,243
2018*	\$190,510	\$166,500	\$25,010
2019*	\$190,633	\$165,881	\$24,752
2020**	\$257,151	\$179,336	\$59,815

* Stabilized Years

** January - September actual numbers trended forward for 12 months

**MARKET VALUE OF THE GOING-CONCERN
SANTA FE CANOE OUTPOST AND RENTAL APARTEMENT
HIGH POINT, ALACHUA COUNTY, FLORIDA
AUGUST 2020**

STABILIZED INCOME AND EXPENSE SUMMARY			
REVENUE			
Santa Fe Canoe Outpost High Point, Florida	Days Per Year	Income Per Day	Total Income per Year
INCOME RIVER ACTIVITIES AND APARTMENT			
River Sales	365	\$492.69	\$179,833
Apartment Rental (\$900 per Month)			\$10,800
TOTAL INCOME			\$190,633
OPERATING EXPENSES			
Advertising	\$12,000		
Automobile	\$16,500		
Insurance	\$14,500		
Office expense	\$75,800		
Repair and Maintenance	\$18,000		
Real Estate Taxes	\$2,881		
Utilities	\$5,500		
Credit Card Fees	\$6,700		
Day Labor	\$14,000		
TOTAL EXPENSES	\$165,881		\$165,881
NET OPERATING INCOME			\$24,752
CAPITALIZATION RATE	9.00%		
VALUE BY THE INCOME APPROACH			\$275,022
INDICATED VALUE OF GOING-CONCERN			\$275,000

Expenses

Wireless Communications	
Telephone	\$3,000.00
Utilities (electric & dumpster)	\$3,960.00
Property Insurance	\$4,080.00
Vehicle Insurance	\$1,360.00
Repairs & Maintenance	\$15,600.00
Equipment	\$5,000.00
Office Supplies	\$10,000.00 (new paddleboards, canoes and kayaks)
Fuel	\$2,000.00
Vehicle Repairs	\$8,000.00
Uniforms	\$6,000.00
Dock Repair	\$700.00
	\$2,000.00 (new boards, screws for dock expansion)
Total Expenses	\$61,700.00
Grand Total for Expenses:	\$306,338.60 ****

****These are all estimations - and have a little wiggle room.

Santa Fe Canoe Outpost Operating Expenses for 1 Day

Gas in vans \$200.00 (4 vans X \$50.00 per van)
Employee Pay

Johnny Fowler \$135.00 (\$15.00/hr. X 9 hrs 9:00 am - 6:00 pm)
Lou Parson \$108.00 (\$12.00/hr. X 9 hrs 9:00 am - 6:00 pm)
Dave Honaker \$108.00 (\$12.00/hr. X 9 hrs 9:00 am - 6:00 pm)
Raymond Roberts \$60.00 (\$12.00/hr. X 5 hrs 9:00 am - 6:00 pm)
Mikal Temkin \$60.00 (\$12.00/hr. X 5 hrs 9:00 am - 6:00 pm)
Jerad Zimmerman \$60.00 (\$12.00/hr. X 5 hrs 9:00 am - 6:00 pm)

Van Insurance \$60.16 (\$1805.00/monthly / 30 days)
Electricity \$6.30 (\$190.00/monthly/30 days)

Total for 1 Day \$797.46



Santa Fe Canoe Outpost

Special Meeting

October 21, 2021

Canoe Outpost Timeline

September 2020	Discussions Began on Purchase of Canoe Outpost
August 12, 2021	Purchase & Sale Agreement Approved
October 29, 2021	Closing Date
November 2021	RFP Goes Out, Financing Out to Bid
December 2021	Selection Committee Reviews RFPs, Interviews Operators, Recommends an Operator to the City Commission, Financing Secured
January 2022	Contract Approved with Operator



Canoe Outpost Purchase Price

- \$600,000 Purchase of the Canoe Outpost Land & Assets
- \$150,000 Improvements Needed
- \$175,000 Donor Contribution, Alachua County Forever Grant
- \$575,000 Wild Spaces
- Closing Costs To Be Determined



Canoe Outpost Land & Assets

- 2.41 acre lot on the Santa Fe River
- 2-story 1 bed/2 bath, 917 square foot home/office building
- 167 watercrafts
- 5 vehicles
- 2 trailers
- Miscellaneous equipment and supplies
- 200' by 4' wooden boardwalk/walkway
- 9' by 26' wooden structured dock secured in the river



Equipment List

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Canoe Outpost Improvements Needed

- Replacing boardwalk and adding secure railings
- Replacing the dock and upgrading the bathrooms
- ADA Compliant



Canoe Outpost Revenues Per Day

- Average Day Weekday During Summer - \$500 to \$1,000
- Average Day Weekend During Summer - \$1,500 to \$2,000
- Average Day Weekday During Winter – \$50 to \$200
- Average Day Weekend During Winter – \$200 to \$600



Canoe Outpost Costs Per Day

- \$790 a Day on Weekends & Busy Season
- \$570 a Day during the Week
- \$9170 a Month
- During Peak Days

Gas in vans	(4 vans X \$50.00 per van)
Employee Pay	
Employee #1	(\$15.00/hr. X 9 hrs 9:00 am - 6:00 pm)
Employee #2	(\$12.00/hr. X 9 hrs 9:00 am - 6:00 pm)
Employee #3	(\$12.00/hr. X 9 hrs 9:00 am - 6:00 pm)
Employee #4	(\$12.00/hr. X 5 hrs 9:00 am - 6:00 pm)
Employee #5	(\$12.00/hr. X 5 hrs 9:00 am - 6:00 pm)
Employee #6	(\$12.00/hr. X 5 hrs 9:00 am - 6:00 pm)
Van Insurance	(\$1805.00/monthly / 30 days)
Electricity	(\$190.00/monthly/30 days)
Total for 1 Day	\$790.00



Proposed Operations - Transition

- Employees of the Canoe Outpost become Seasonal Employees of the City
- All Finances go through the City
- Sales Tax & Transient Rental Accommodations
- Management 3rd Party Option, City Liasion
- Website & Phone, Reservations 3rd Party Option
- Vehicles 3rd Party Option
- 2 Vehicles Being Brought Up to Meet Safety Standards
- ADA Compliant Portable Toilets
- Insurance, Florida League of Cities
- Utilities Paid By the City
- Budget Amendment Required



Proposed Operations – Long Term

- Employees – 3rd Party
- Capital Improvements – City
- Furnishings, Equipment, Gear, Supplies – 3rd Party
- Fleet – 3rd Party
- Management, Maintenance & Operations – 3rd Party
- Finances – 3rd Party
- Sales Tax & Transient Rental Accommodations – 3rd Party
- Marketing, Website & Phone, Reservations – 3rd Party
- Individual, Group & Community Activities & Events – 3rd Party
- Utilities – 3rd Party
- Insurance, City & 3rd Party
- Monthly Reporting



Discussion, Consideration, Direction

