



Fort Hancock 21st Century Federal Advisory Committee

FORT HANCOCK REQUEST FOR PROPOSALS Interested Participants Survey



*Photo by Volunteer-in-Parks
Stan Kosinski*



Fort Hancock 21st Century Federal Advisory Committee



SurveyMonkey®

RECAP HIGHLIGHTS

- ✓ 34 responses from 243 emails
- ✓ All but one respondent was aware of the RFP
- ✓ 47% heard about the RFP from our website or email
- ✓ 5 plan to submit proposals; 14 might or might not
- ✓ 28% felt RFP had appropriate information
- ✓ 28% cited affordability/condition as why not submitting a proposal
- ✓ 15 are willing to talk to the Committee



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Question 1

The National Park Service has issued a Request For Proposal (RFP), or more than one RFP, to lease historic structures in Fort Hancock and Sandy Hook Proving Ground National Historic District (Sandy Hook) at Gateway National Recreation Area. Are you aware of this?

- Yes 32 (96.97%)
- No 1 (3.03%)





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Question 2

How did you hear about the Request for Proposals that have been issued for leasing at Fort Hancock/Sandy Hook?

- Advertising 3 (9.09%)
- Committee/Meetings 6 (18.18%)
- Websites/Emails 16 (48.48%)
- Other (please specify) 8 (24.24%)

Answers for “other” include: Newspaper (3); newspaper articles; spoke with park ranger; local cable TV; contractor; friend’s posting on Facebook



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Question 3

Are you planning to submit a proposal?

- Yes 5 (15.15%)
- No 14 (42.42%)
- Maybe/Unsure 14 (42.42%)





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Question 4

If you are not responding to the Request for Proposals, does the RFP provide enough information so that you are able to complete a proposal?

- Yes 7 (28%)
- No 4 (16%)
- Maybe/Unsure 8 (32%)
- Comments 6 (24%)





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Comments for Question 4:

“all information was always unclear”

“On what proposals future development or Planned”

“Applied last fall and was deniedp”

“I am interested in preservation of Ft. Hancock but not in a position to offer a proposal...”

“We would like to work in partnership with someone but lack oppty to network”

“if i were to invest i would want a somewhat modern kitchen and bath with the old look”



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Question 5

If you are not responding to the RFP, is it because...?

- Complicated process 5 (17.86%)
- Affordability /condition of properties 8 (28.57%)
- Untested market/too early in development 3 (10.71%)
- Other (please specify) 12 (42.86%)

“I am a broker and do not agree with the concepts outlines they are not beneficial to the state”

“Committee will not use reasonable repair costs as a basis for applying to lease. I paint the room for \$50 versus \$500 for a painter. I believe the costs should be \$500 toward my total cost to repair and applied to lease. All my labor and materials have no value to the committee.”



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“The key issues I see for bidders are: 1) complicated process, 2) high capital investment, and 3) high probability of major impacts from global warming within 30 years”

“The survey WON’T let me choose more than one I’d choose all of the above”

“All of the above are concerns—a larger number of building offerings might make it more palatable to developers”

“I am considering the cost and the time to return the building to it from a state without compromise [to] the quality and architecture of the building and the surrounding area which may be too high to be able to do the buildings justice. However I am in the process of evaluating the ego to make a decision in moving forward on it. Thank you.”

“I submitted a proposal but it was clear from the published response that it wasn’t given a very thorough reading”



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“Inability to adequately seek partners. We offer Historic Preservation, training, millwork and carpentry opportunities.”

“I need an acceptable template that can be amended to acceptable format”

“too many unanswered questions & whether there’s much upside for person chosen to rehab a property. from meeting, sounded like all work, no upside.”

“I think it is a great idea but I feel that investors may be deterred because of the uncertainty of a complete viable community, not just 6 or 8 buildings. Maybe there should be incentives for the first phase investors. I’m not sure if that has been discussed. I am eager to see the project get moving to construction and on to the second phase. We need to know that our investment makes sense. If you have any questions please call or email.”

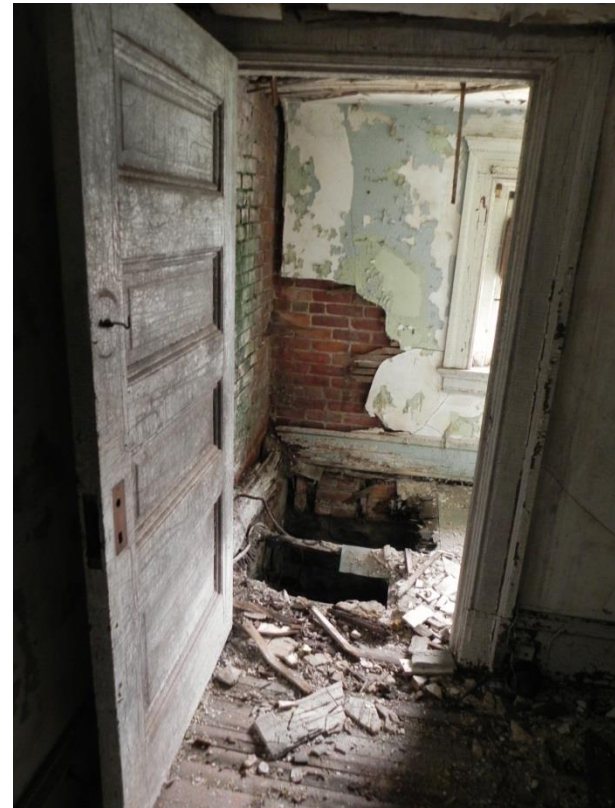


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Question 6

Would you be available for a phone interview to answer questions as the reason(s) you are or are not responding to the Request for Proposals?

- Yes 15 (50%)
- No 15 (50%)





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Any volunteers from committee members to
speak with these respondents?





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Questions?

**How do we
make this
dream a
reality?**



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