



DEPARTMENT OF GENERAL SERVICES
OFFICE OF STATE PROCUREMENT
ACTION AGENDA
May 6, 2026



SUPPLEMENTAL

*Contact: Tyler Williams 410-260-8090
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49-S. SERVICES CONTRACT
Department of Natural Resources

Contract ID: Deep Creek Lake Park Boating Concession Services; *K00R6600018, BPM055447*
 ADPICS No.: K00P6600018, CTR026661

Contract Description: Seasonal daily operation of concession services at Deep Creek Lake State Park, including snack bar sales, paddle craft rentals, and pontoon boat tours, during the summer operating season.

Award: Everbright Pacific LLC (dba Wisp Resort); McHenry, MD

Contract Term: 06/04/2026* – 03/30/2031 (**Or earlier upon BPW approval*)

Amount: 17% Transaction Fee per Use
 \$119,000 (estimated State revenue)
\$581,000 (estimated vendor revenue)
 \$700,000 (estimated total value)

Procurement Method: Competitive Sealed Bidding (*Single Bid Received*)

Bid:

<i>Bidder</i>	<i>Amount</i>
Everbright Pacific LLC (dba Wisp Resort); McHenry, MD	\$700,000

MBE/VSBE Participation: 5% / 0%

Performance Security: No

Hiring Agreement Eligible: Yes

Incumbent: Same

Requesting Agency Remarks: These services are used by park visitors and provide public access to food service, recreational boat rentals, and guided lake activities during the peak summer season. The contractor will furnish staffing, equipment, required permits, routine maintenance, utilities, trash removal, and safe boat rental operations, while the Department provides a concession building, storage shed, and dock slip. Without this contract, the Department anticipates park attendance would diminish during the operation period between Memorial Day and Labor Day holidays.



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49-S. SERVICES CONTRACT (cont'd)

Agency Remarks (cont'd):

The limited vendor response is consistent with the geographic constraints of this procurement, which is located in Western Maryland where the pool of qualified vendors is limited. The proposed commission rate has been compared against prior contract history. Commission rates over the last several contracts have ranged from 14% to 17%. The incumbent's proposed rate of 17% represents the highest commission rate offered to the State. Based on this historical comparison and the limited vendor market, the Procurement Officer determines the proposed commission rate to be fair and reasonable and this award to be in the best interest of the State.

Due to a lack of certified firms, no VSBE subcontracting participation goal was established for this contract.

Fund Source: 100% Special Funds (Revenue Generating)

Approp. Code: A0301

Resident Business: Yes

MD Tax Clearance: 26-1164-1110

BOARD OF PUBLIC WORKS

THIS ITEM WAS:

APPROVED

DISAPPROVED

DEFERRED

WITHDRAWN

WITH DISCUSSION

WITHOUT DISCUSSION