



Financial Management Department
Purchasing Division
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September 12, 2016

**REQUEST FOR PROPOSAL #16-2751GD
CONCESSIONS AT G.T. BRAY AQUATIC CENTER AND SOFTBALL COMPLEX**

ADDENDUM No 1

The following Addendum is issued to add to, modify, and/or clarify the Request for Proposals (RFP) documents. The items contained within this Addendum shall have the same force and effect as the original RFP documents. Proposers shall acknowledge receipt of this and any other addenda issued pursuant to this Request for Proposal in their proposal.

If you have submitted a proposal prior to receiving this Addendum, you may request in writing that your original, sealed proposal be returned to your firm. All sealed Proposals will be opened on the date stated, in conformance with the additions listed herein.

Clarification Requests as submitted by Proposers

Question #1: What utilities are run to each location? i.e. gas, water, sewer internet, cable, etc.

Answer: Currently only Water, Sewer and Electric are available for Aquatic Center and Softball Complex. The Utility costs are unknown, concessions all seem to be on master meters.

Question #2: What is the average percentage of sales per month at the counties other concessions?

Answer: Manatee Beach Concession is 9% and Coquina Beach Concession is 14%.

Question #3: How many pool rentals occurred in FY 2015, 2014 and what was the revenue per month?

Answer: The normal pool operating hours are 11:00 AM to 4:00 PM seven (7) days a week May 15th thru October 5th. Peak season (heaviest use) typically is June 15th thru August 15th. Weekend Rentals occur before and after the normal operating hours. During the spring and summer weekend days (Saturday and Sunday) rentals are approximately 2-3 hours each day. The rentals before and after operating hours have been approximately 100 with approximately up to 50 people per rental.

Question #4: Who ran the concession stands in 2007 when they closed? What was their monthly revenue when they were closed?

Answer: The concession stands in 2007 and earlier were staffed by the County.

Question #5: Are there agreements in place that could harm a potential concessionaire? For example is it understood that the little league teams sell water and drinks as a fund raiser at games?

Answer: Each sports complex has a "home" sports group in which the County has entered into a Concessionaire agreement allowing the league to provide concessions for their program. Those agreements would not interfere with this concession stand or complex.

CURRENT STRUCTURE: First right of refusal on the operation of concessions goes to the renter. Over the course of the years the major renters/users and their concession operations are as follows;

- County Programs – Defer to concessionaire
- Church League – Forfeited the concession operations, will defer to the new concessionaire.
- Manatee High School Softball Games – Currently (with approval) operates table-top concessions.
- CVB Sponsored Events – 1st right of refusal is with concessionaire.
- Tournaments/Events/Rentals – Has 1st right of refusal; Contact concessionaire or operate table-top.

All other terms and conditions of Request for Proposal 16-2751GD remain unchanged.

No additional questions will be considered after the issuance of this Addendum.

Proposals are to be submitted by **September 15, 2016 at 3:00 P.M.** in the Purchasing Division, 1112 Manatee Avenue West, Suite 803, Bradenton, FL 34205.

Sincerely,



Greg Davis
Contracts Negotiator
MANATEE COUNTY GOVERNMENT

