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Solicitation Addendum

Addendum No.: 1
Solicitation No.: 19-R070967AJ
Project No.:
Solicitation Title: IN-HOUSE EVENT CATERING SERVICES
Addendum Date: 02/26/2019
Procurement Contact: Abigail Jenkins

RFO NO. 19-R070967AJ IS AMENDED AS SET FORTH HEREIN. RESPONSES TO QUESTIONS POSED BY PROSPECTIVE PROPOSERS ARE PROVIDED BELOW. THIS ADDENDUM IS HEREBY INCORPORATED IN AND MADE A PART OF RFO NO. 19-R070967AJ.

QUESTIONS AND RESPONSES:

Q1. Clarification on estimated annualized revenue for calendar year 2018, broken down into: Total Bar Revenue, Total Concession Revenue, and Total Catering Revenue (to include In-House Catering and Outside Caterers).

R1. The revenue listed below is for Convention Center ONLY. The information provided is for the period (10/01/2017 thru 09/30/2018) which is the County's fiscal year - FY2018.
Convention Center – Total alcohol sale revenue: \$39,041
Convention Center – Total concession sales: \$132,159
Convention Center – Total catering sales: approximately \$413,766 (calculated from 12 % commission by Milan and 15% by other caterers).

Q2. Will the BACC be forecasting sales to be up or down in the three sectors; bar revenue, concession and catering revenue?

R2. The BACC is projecting an increase in sales for the listed sectors and booked events.

Q3. Can you provide the breakdown of alcohol sales at the BACC versus concession sales, are the bar concessions differentiated by 18% commission versus 12% on food?

R3. See response R1 for the breakdown. The alcohol commission will be under contract for 20%

Q4. Will the documentation for the PCI Data Compliance Letter 2018 be sufficient to submitted for the requested information outlined in Exhibit 2, Section C, Tab 2, item 12 and Section H, Tab 7, Item 13, PCI Compliance measures?

R4. Yes, as long as it meets the requirements as outlined in the RFO for PCI documentation and the responses answer or provide support to each item asked or requested.

NOTE: Items that are ~~struck through~~ are deleted. Items that are underlined have been added or changed. All other terms and conditions remain as stated in the RFO.

End of Addendum

INSTRUCTIONS:

Receipt of this addendum must be acknowledged as instructed in the solicitation document. Failure to acknowledge receipt of this Addendum may result in the response being deemed non-responsive.

AUTHORIZED FOR RELEASE: _____