

## COP RESTAURANT RFP Q&A's

**1) Is the heating and air conditioning maintenance the responsibility of the successful bidder?**

No, the New York State Department of Agriculture & Markets will maintain the heating and air conditioning.

**2) Who are the utilities with?**

The gas service is provided by National Grid and the electric service is provided by Solvay Electric. The gas service for the restaurant is the responsibility of the successful bidder who will be required to make all the necessary arrangements with National Grid for service. The electric service for the restaurant is sub-metered. The meter will be read monthly by the Department and the charge will be invoiced to the successful bidder.

**3) Are the monthly fees due every month?**

The \$550 water, sewer, trash and grease removal fee and the \$250 maintenance fee will be payable the 1<sup>st</sup> of each month.

**4) Are the beer taps still installed at the remote bar located adjacent to the kitchen area?**

No.

**5) Is liquor allowed to be served?**

No. Alcoholic beverages are limited to the sale of beer and wine.

**6) Is the ANSUL system up to code?**

Yes. The system meets current standards and will be re-inspected after installation of the successful bidder's equipment.

**7) Who is responsible for making sure that the establishment meets all appropriate NYS Codes?**

The successful bidder must make sure its equipment meets any applicable codes. The Department is responsible for the building meeting applicable code.

**8) Does the restaurant have a sprinkler system?**

No.

**9) Will the counters be replaced?**

The counters will be replaced after the successful bidder is selected so that the equipment to be used can be accommodated.

**10) Will the ceiling tiles in the kitchen be repaired/replaced?**

Yes.

**11) Who will handle electrical repairs?**

General electrical repairs will be made by the Department's Division of the State Fair. If the successful bidder installs equipment exceeding the current capacity

of the restaurant's electrical system, the successful bidder is responsible for the necessary electrical upgrade.

- 12) **Will the interior canopy outside the restaurant be replaced?**  
No.
- 13) **Is there electric power located outside the interior entrance to the Center of Progress Restaurant?**  
Yes.
- 14) **Can we obtain actual gross sales for the year-round restaurant operation for the years 2007, 2008, 2009 & 2010?**  
Please see attached spreadsheets showing dates of events, gross sales and percentages paid to the Fair.
- 15) **Is the walk in cooler a cooler and freezer?**  
Yes.
- 16) **Can the Fairtime revenues be provided?**  
Please see the attached spreadsheet showing Fair Time Revenue and Net Sales.
- 17) **The contract term is from the date of award until June 30, 2014. Is there any option to extend?**  
No.
- 18) **Does the option exist to have a temporary location Fairtime on/near Chevy Court during the annual New York State Fair?**  
Yes. A location in or adjacent to Chevy Court may be provided during the State Fair at the sole discretion of the Department.
- 19) **Is the menu for the restaurant available for last year?**  
Please see the attached menu.
- 20) **Is the second floor seating ADA compliant?**  
No, it does not need to be. Overall restaurant seating is ADA compliant.
- 21) **Can you provide any history on the heating costs?**  
Below are the gas bills paid by the New York State Department of Agriculture & Markets since 12/8/10 for the Center of Progress Restaurant. The restaurant was not in use from December 8, 2010 through February 6, 2011 and no gas cooking occurred during that time.

<b>Dates</b>	<b>Bill</b>	<b># of events</b>	<b>Notes</b>
12/8-1/8/11	\$1,017.22	0	began cleaning of restaurant

1/9-2/6/11	\$1,600.88	0	cleaning of restaurant
2/7-3/7/11	\$1,576.85	4	2/4-2/6, 2/11-2/13, 2/14-2/20, 2/24-2/27
3/8-4/7/11	\$1,141.61	5	3/3-3/6, 3/9-3/10, 3/12-3/13, 3/17-3/20, 3/31-4/3

- 22) Does the RFP allow for any remote catering?**  
Catering would be allowed only upon the request of a promoter holding an event in the Center of Progress where catering is part of the event.
- 23) Can a list of the dates of the events be provided as well as upcoming events?**  
Please see the attached.
- 24) Is the successful bidder the sole food provider for the Center of Progress Building?**  
Yes.
- 25) Is food service allowed on the show floor?**  
Yes. The successful bidder will coordinate the use and placement of any mobile food and beverage stations within the Center of Progress Building with the promoter of the event.
- 26) We received the invitation for bid for the restaurant operation at the NYS Fairgrounds. Can you clarify the attachment which was included in the RFP - Are these figures actual sales figures or commissions? If commissions - can we get actual sales figures? Also, the bid states that there is a schedule showing payment for sales during the annual NYS Fair - we don't see those figures included and would like to receive the sales amounts during the fair for the same time period.**  
Please see the attachments.
- 27) We don't see a stated theme for the bid, are we correct? It was mentioned that it be New York State Fair related is all. Can you please clarify for us and any other possible bidders.**  
There is no stated theme required by the RFP.
- 28) Who were the attendees at the RFP Meeting and what companies did they represent?**  
Please see the attached list of attendees.
- 29) What are the percentage numbers paid to the Department for January-May 2011 events?**  
Temporary food vendors generally have paid 20%.

- 30) Compared to the 2009 percentage figures, why did the events from October through December 2010 realize about 50% revenue to the Department when compared to those same events in 2009? Is this an indication in slowing business in that facility or attendance to these events?**

The full service restaurant ceased operation at the end of September 2009. We have been using temporary food service operators since, and food only has been served (no alcohol).

- 31) Why will there only be a beer/wine permit for this RFP? What was the decision to eliminate a full bar with liquor license?**

At the Department's discretion, alcoholic beverages are limited to the sale of beer and wine.

- 32) In the past the prior Licensee had a satellite concession location on the exhibit floor for point of sale concessions. Is this eliminated in this RFP? Can the proposer include this area in the RFP to help build additional revenue?**

The successful bidder will coordinate the use and placement of any mobile food and beverage stations within the Center of Progress Building with the promoter of each respective event.

- 33) Please provide the Manufacturer, Make, Model Number, and estimated age of the air handlers, Make-up Air units, Roof Top AC units, and their tonnage, to help better estimate and/or understand the costs to be burdened by the successful proposer. It would be difficult to suggest a percentage of net revenues from Food and Non-Alcoholic sales when one cannot know what basis to draw utility costs from.**

Restaurant Rooftop Units	York	H1CE240A46A (Comp. condenser unit 480V 60A 2 units)	
Restaurant 2 <sup>nd</sup> Floor Storage	Sterling Enerpak	QVED-350 gas unit	175,000 BTU 120V/PH20A/15A
	Sterling	QVED-300	300,000 BTU 120V 1PH 20A/15A

- 34) Who will bear the cost if plumbing, grease trap, etc. does not pass current health department code or inspection?**

The successful bidder is responsible for ensuring their equipment meets current health department code and the New York State Department of Agriculture & Markets is responsible for plumbing, grease trap, etc. maintenance.

- 35) Is the Department replacing the old fire rated drop ceiling on the cooks/serving line?**

Yes.

- 36) Who will supply necessary seating for patrons in the restaurant? The picnic tables in there now do not have any appeal.**  
It is the responsibility of the successful bidder to supply necessary seating for patrons in the restaurant.
- 37) In the last RFP there were requirements and approvals needed for indoor and outdoor signage/awnings. It is not mentioned in this RFP. Is this still required and/or is it necessary for indoor and outdoor awnings to be designed and installed on such a short term agreement?**  
Indoor/outdoor awnings are not a requirement of the current RFP.
- 38) I also had a question in regards to something that was brought up at the pre-bid. It was stated that it was up to the Fair to decide if a "beer cart" would be allowed in Chevy Court by the awarded vendor. This obviously has a huge impact in money brought in - is it going to be part of the contract to guarantee that this will be an option?**  
No, it will not be part of the contract to guarantee this option. A location in or adjacent to Chevy Court may be provided during the State Fair at the sole discretion of the Department.
- 39) The COP Restaurant RFP seems confusing as on page four it mentions cash registers should be more detailed. But on page 6 it asks the vendor to indicate what method of accountability they will be using. Why would this be included? Page 4 states the method of accountability.**  
A bidder with a comprehensive system that records individual sales as well as subtotalling food and alcohol sales separately for purposes of computing the Fair's percentage will receive a higher score. Measures to ensure that sales are "rung" and that money is accounted for properly at the end of each shift will also be reflected in the final scores.