

RESTAURANT RFP Q&As
(Questions #34 & #54 Revised 6/18/10)

1. Q - Are there any specific percentages required as part of this RFP?
A - No.
2. Q - What have been the gross sales for each of these locations?
A - NY Café - Fairtime '09 - \$36,993/Non-Fair - \$47,107
NY Grill – Fairtime '09 - \$32,524 /Non-Fair - \$24,573
3. Q - Why the change in term between the locations?
A - The NYS Department of Agriculture & Markets has set forth the terms as noted in the RFP.
4. Q - Why are the NY Café in the Horticulture and the Toyota Exhibit together in the RFP?
A - The NYS Department of Agriculture & Markets has made the decision that they should be together.
5. Q - Is the term really starting 7/1 on the locations?
A - Yes.
6. Q - Is the proposal due date a firm date?
A - Yes.
7. Q - Is natural gas available at the Toyota Exhibit Center?
A - No.
8. Q - What is the square footage of the Toyota Exhibit Center?
A - 92,000 square feet
9. Q - Are there ventilation problems?
A - Yes. All cooking for the Toyota Exhibit Center must be done only outside of the building.
10. Q - Can you cook outside?
A - Yes.
11. Q - Can you go through the building with portable facilities during events?
A - The successful proposer would need to coordinate any other activity with the promoter of the event.
12. Q - Will others be able to sell wine and beer at the Pepsi International Building?
A - Only 1 other vendor will have the ability to sell alcoholic beverages.
13. Q - When will the NY Brew Pub and the NY Wine Bar be complete?
A - Prior to the opening of the 2010 Fair.
14. Q - What equipment will be available at the NY Brew Pub and the NY Wine Bar?
A - A three bay sink, wine refrigerator to accommodate 100 bottles of wine and a walk-in cooler to accommodate cases of beer will be provided.
15. Q - Will the actual CADD drawings be available for the NY Brew Pub and the NY Wine Bar?
A - Drawings will be available sometime the week of 6/21/10.
16. Q - Will coolers be provided for the NY Brew Pub and the NY Wine Bar?

- A - A wine refrigerator to accommodate 100 bottles of wine and a walk-in cooler to accommodate cases of beer will be provided.
17. Q - **Is there a limit to the number of brew taps that will be available?**
A - No, however, given the dimensions of the NY Brew Pub we would encourage bottled beer to be poured into cups provided by the NYS Fair.
18. Q - **Will there be an area for food preparation at the NY Brew Pub and the NY Wine Bar?**
A - Limited space will be available for the preparation of snacks (i.e. NY Cheese Tray, NY Potato Chips).
19. Q - **Will there be an area for cooking at the NY Brew Pub and the NY Wine Bar?**
A - No.
20. Q - **Are the hours 11:00 am to 9:00pm everyday for the NY Brew Pub and the NY Wine Bar?**
A - Yes, except Sunday the hours will be 12:00 noon to 9:00pm,
21. Q - **Will there be other events Non-Fairtime where the NY Brew Pub and the NY Wine Bar will be open?**
A - At this time there have been no events scheduled for Non-Fairtime; if and when scheduled, operation will be considered.
22. Q - **Can you explain about the statement in the RFP regarding NYS Product?**
A - The food and beverage menus must be approved by the NYS Department of Agriculture & Markets and unless otherwise authorized by the Department, utilize New York State produced food and beverage products.
23. Q - **Must the beer be bottled and produced in New York State to be considered a NY State Beer?**
A - Yes, the beer must both be brewed and bottled in New York State.
24. Q - **The names for all of the locations – is this what each location must be called?**
A - Yes.
25. Q - **Is all of the equipment currently in the NY Café included?**
A - Yes.
26. Q - **Who maintains the equipment?**
A - It will be the responsibility of the successful proposer to maintain the equipment.
27. Q - **If any equipment is put in by the successful bidder, will they be allowed to take it back out?**
A - Yes, however, no permanent alterations will be permitted to accommodate equipment. The successful bidder will not be allowed to make any capital improvements.
28. Q - **What are the actual dimensions of the NY Café?**
A - Dimensions are listed in the RFP on page 7.
29. Q - **Is there other food service in the Horticulture Building?**
A - Yes, during the State Fair there are other vendors in the building. During the Non-Fairtime, with the exception of the NY Maple Producers, no other food vendors will be allowed.
30. Q - **Would portable vending be allowed inside the Horticulture Building?**
A - During the State Fair, no. At other times the proposer must coordinate vending activity with the promoter of the event.

31. Q – Will there be any options to renew the agreements?
A – No.
32. Q – Will entertainment be allowed at the NY Grill?
A – Live entertainment may be permitted at the Department's sole discretion.
33. Q– Please clarify that the fee paid to the Department/State is the only fee paid to operate either the NY Café' or the Mobile food and beverage stand in the Toyota Exhibit Center. No other fees shall apply. We want to make sure there is no alcohol percentage (%) paid as well. Please clarify.
A – As state on page 9 of the RFP, the license fee offered for each location shall consist of two parts: (i) a fee based on a percentage of gross receipts from the sale of food and beverages, and (ii) a fee based upon a percentage of gross receipts from the sale of alcoholic beverages.
34. Q- For Location A we understand menu items must be approved and food must be processed in NY State. We have utilized Deli-Boy and Sysco as our suppliers. Both distribute food products from their local Syracuse warehouses. Will this qualify for NY food products?
A – No.
35. Q– During certain times of the year fruits/vegetables are not available as NY State Suppliers. Will we be able to procure from others areas?
A – Yes, upon approval by the Department
36. Q– For the NY Café are the utilities gas, electric & water paid by the Department/State?
A – The water will be provided by the NYS Department of Agriculture & Markets. The gas and electric will be separately metered and be the responsibility of the successful proposer.
37. Q– I believe the Horticulture building opens @ 10:00am during the fair. During the NY State Fair, can the NY Café open @ 7:00am for breakfast?
A – No.
38. Q– Will an air conditioning unit be provided for the upstairs office?
A – No.
39. Q– Is there a safe in the upstairs office?
A – No.
40. Q– Historical financial information was requested during the tour both for the fair period and special events.
A – Please see question 2.
41. Q– Mobile food and beverage service in the Toyota Exhibit Center, is there an area to provide seating during events throughout the year?
A – Yes.
42. Q– If there is a seating area, can the Department/State provide picnic tables?
A – No.
43. Q– Can we confirm that the Department/State will be providing electricity and water during events throughout the year?
A – Water and electric services are provided at the Toyota Exhibit Center throughout the year.

44. Q- If successful, can we obtain an exemption to utilize a propane grill? We would file for an exemption with the Solvay Fire Dept or whichever agency has jurisdiction
A - No
45. Q- Regarding Items "C" and "D," NY Wine Bar and NY Brew Pub: Can the Vendor bring in food? If yes, what types of food can be brought in (hot/cold)?
A - Yes. The food and beverage menus must be approved by the NYS Department of Agriculture & Markets and unless otherwise authorized by the Department, utilize New York State produced food and beverage products. Operation must comply with the New York State sanitation code as administered and enforced by the Onondaga County Health Department.
46. Q- If there is a delay in the bid date or the award of the bid date, will NYS assist the licensee in expediting a wine, beer and/or alcohol license in order to operate during the NYS Fair?
A - The schedule as outlined in the RFP is to be followed.
47. Q- We'd like to request that NYS post revenues from each site contained in the RFP that operated during the 2009 NYS Fair.
A - Please see question 2.
48. Q- Will there be any charge or fee for electric, gas, water, etc. for each site mentioned in the RFP?
A - For the NY Brew Pub and the NY Wine Bar both the water and electric will be provided. In the NY Café the water will be provided by the NYS Department of Agriculture & Markets. The gas and electric will be metered and be the responsibility of the selected proposer. In the NY Grill the water and electric will be provided. The propane will be the responsibility of the selected proposer.
49. Q- Will there be any charge for using existing equipment at any of the sites mentioned in the RFP?
A - There will be no extra charge but the successful proposer will be responsible for maintaining the equipment in good condition.
50. Q- Will there be employee parking near the mentioned sites? Will there be a charge for these parking spaces?
A - For the NY Café there will be 2 preferred parking spaces available. The parking fee will be the same as concessionaire parking Fairtime. During non-Fairtime the successful proposer must make arrangements with the respective promoters.
51. Q- Will discount admission tickets be available for employees?
A - Admission and parking will be available for purchase under the concessionaire pricing structure.
52. Q- How much outdoor space is included with the NY Grill at the Infield? (for storage, parking cars, etc.)
A - The outdoor patio attached to the structure is the only outdoor space included.
53. Q- Besides events during the NYS Fair, what other events have been held at the International Building during the year?
A - The NY Wine Bar and NY Brew Pub will operate during the State Fair. At present there are no other events scheduled. Please refer to question 32.
54. Q- Is it correct that the Wine Bar/Brew Pub will close at 9:00 p.m. when the buildings (generally) close at 10:00 p.m.?
A - No, last call is at 9:15PM and last pour at 9:30.

55. Q- Is it mandatory to send a completed Vendor Responsibility Questionnaire along with the proposal or could it be completed after the award of contracts? (p. 14 of the RPF)
A - Yes, the questionnaire must be sent along with the proposal.
56. Q- On page 14 of the RFP, reference is made to the attached 'Standard Contract Provisions' that must be executed and returned with the proposal. We cannot find the attachment. Please clarify.
A - The standard provisions (Appendix A) follow these questions and answers.
57. Q- Are there any restrictions regarding advertising in the media to promote these locations?
A - All advertising must be pre-approved by the NYS Department of Agriculture & Markets.
58. Q- Location D: New York Brew Pub, is there a minimum license fee for the percentage on gross receipts required, seeing as how the NYS Department of Agriculture & Markets is making the substantial capital investment for the improved area in the International Building?
A - No.
59. Q- Please provide revenue/sales figures for Location B New York Grill at the Infield for the last Three years, including revenues generated during the New York State Fair each year.
A - Please see question 2. We do not have revenues prior to 2009.
60. Q- In the past, Location B New York Grill at the Infield had a stage and entertainment outdoors near the structure. Will the NYS Department of Agriculture & Markets provide such an area again to the successful proposer? If so, can the successful proposer obtain additional camper parking spaces to enhance the area?
A - No.
61. Q- Is there a minimal acceptable License Fee for Location B New York Grill at the Infield? What was the License fee for the Infield Restaurant in the past years?
A - There is no minimum acceptable license fee. The license fee percentage for Fairtime 2008 & 2007 was 25% beer, & 20% food & alcohol. The license fee percentage for Non-Fairtime 2008 & 2007 was 20% food & alcohol.
62. Q- Will the NYS Department of Agriculture & Markets provide an area in Location C and Location D for walk-in coolers for back of the house preparation and storage areas?
A - A wine refrigerator to accommodate 100 bottles of wine and a walk-in cooler to accommodate cases of beer will be provided.
63. Q- Does this narrow window of timeline provide sufficient time for the successful proposer to obtain proper licensing for these locations from the State Liquor Authority?
A - The schedule as outlined in the RFP is to be followed.
64. Q- Please post a list of all potential proposers that attended the mandatory meeting.
A - John Gorman, Grandstand Sales
Mark Bobbett, Grandstand Sales
Grazi Zazzarra, Paradise Company
Will Deaw, Kazi Foods
John Sidorakis, American Food & Vending
Rose Montanaro, American Food & Vending
Martin Thompson, Sodexo
Stan Kolonko, S&B Catering

Brendan Grillo, S&B Catering
James Bova, Charlies
Mike Kyle, Charlies
John Paul Giamartino, Tully's/Coppertop Tavern
John Giamartino, Tully's/Coppertop Tavern
David Giamartino, Tully's/Coppertop Tavern
Michael Chemotti, MSK Corp
Franciso Rodriguez, Las Delicias
Jeanette Moraley, Las Delicias

65. Q- Location B New York Grill at the Infield states hours of operation until 10:00pm and not earlier. Does that location serve alcoholic beverages until 10:00pm each night.

A - No, last call is at 9:15pm and last pour is at 9:30pm.

66. Q- Can Location B New York Grill at the Infield serve liquor/mixed drinks as well as beer/wine if the proper on-premise license is obtained?

A - Yes, provided the liquor served is New York Produced.