

## *Questions and Answers for RFP #SF00276*

1. Q. Are the 2013-2014 financials provided representative of a complete 12 month period?  
Not sure since the fiscal year is not complete yet.  
  
A. The chart represents the period 4/1/13-1/19/14.
  
2. Q. Do you have sub-contractor sales for the past 4 years? In particular the subs during the Fair.  
  
A. No.
  
3. Q. What is the sales protocol for the selling catered events in all the spaces?  
  
A. The protocol is as follows:
  1. If the catered event is held within the confines of the restaurant/concession footprint, the selected contractor would pay the fair the percentage stated in the contract.
  2. If the catered event exceeds the confines of the restaurant/concession footprint, the selected contractor would have to rent any additional inside or outside space used, in addition to paying the percentage stated in the contract.
  
4. Q. Please provide a list of sub-contractors during the fair and their hours of operations  
  
A. There were no subcontractors during the Fair.
  
5. Q. Please provide a copy of the Labor Peace Agreement.  
  
A. The Labor Peace Agreement will be negotiated by the successful bidder.
  
6. Q. Please confirm that this is exclusive catering for the spaces  
  
A. Yes, with the exception as noted in Section 1.5 of the RFP.
  
7. Q. Provide a historical cost of the utilities.  
  
A. See attached.

8. Q. Please confirm if the equipment list is for all kitchens.
- A. The list of equipment is for all of the kitchens.
9. Q. Please disclose the contract opportunities for the midway. It is our understanding that this is outside the scope of services but please tell us what is the plan for the term of the contract.
- A. The midway concessions are exclusive to the midway contractor.
10. Q. Can you provide revenue for the last 5 years, as you did provide the last 4 years?
- A. See attached.
11. Q. Can you provide an event calendar for the last 3 years?
- A. See attached.
12. Q. Regarding Section 1.5 item B): Will renovations effect any of the 4 areas identified in the RFP? If so, will it affect any hours of operations or specific events booked at that time for food service? Will renovation either enlarge or reduce the sizes of the 4 locations in the RFP?
- A. A specific and detailed plan has not yet been finalized, but any transformation of the grounds will be done in conjunction with the shows and vendors that use the Fairgrounds.
13. Q. Regarding Section 1.5 item E): Is there a municipal water/sewer meter for each location and will it be strictly billed by usage?
- A. Water and sewer do not have separate meters and will be paid by the NYS Fair.
14. Q. Regarding Section 1.5 item J): When the Department uses the facilities in the RFP for special events which exclude the licensee - will the equipment of the licensee be utilized?
- A. No.
15. Q. Regarding Section 1.5 item J): Is there a current schedule of events for each location?

- A. See 2014 calendar attached. As a general rule, the majority of the events retain the comparable weekend/dates the following year.
16. Q. Regarding Section 1.5 item J): Is there a list identifying the festivals and special events which excludes the licensee?
- A. A limited number of outdoor events, most notably music concerts such as K-Rockathon and festival-type events such as Brew Fests, which are typically negotiated; the show producer would provide for food and beverage service.
17. Q. Regarding Section 1.7: Does the "Gross Revenue" include revenue recorded for Special Events or catered events booked directly with the licensee?
- A. Yes.
18. Q. With the change from Strates to Wade Shows for the Midway and concessions during the State Fair, how many concessions did Strates have and has it increased with Wade Shows as they have identified they will have 25 concession areas? Can the concession areas which Wade Shows have during the fair sell beer and/or wine?
- A. The number of food concessions on the Midway is mutually agreed upon by the Midway operator and the Department annually. For the 2014 Fair, the number of concessions on the Midway will remain fairly stable. Concessionaires who are part of the Midway do not sell alcoholic beverages at present.
19. Q. Is there a list of events that were held in each location for each of the years 2010-2014?
- A. See attached.
20. Q. If there are no events in a month, is the Licensee still responsible for the \$1450.00 garbage removal fee for the month?
- A. Yes. The amount is based on past usage and is an average of annual cost.
21. Q. In the year 2013-2014, the Empire Room, Somerset Room, and the Exhibit Center all show Gross Food Revenue in 2013-2014, but no alcohol sales. Has no alcohol been sold during this time frame?

A. Alcohol sales were included in the reported sales.

22. Q. At the Coliseum Restaurant is the return of a full alcohol license allowed? Also can the concession room in the North East corner be utilized for food service? Can the 2 decks and the area in front of the decks also be used for food and beverage service?

A. At the Coliseum Restaurant, beer and wine would be allowed to be sold. As part of this RFP, the only space that can currently be utilized in the Coliseum is the restaurant. For non-Fair events, the deck area can be used for food and beverage service.

23. Q. In the Art and Home Center, will the rooms not included in the RFP be the open for other catering operations to come on the grounds to work, or will the Empire Room be the exclusive provider for those rooms also?

A. The Empire Room is the exclusive caterer for the Art and Home Center.

24. Q. In the Center of Progress building will there be mobile catering sites available in the display floor for use by the licensee? Also is the outside deck available for use by the licensee?

A. Any mobile catering site is provided at the discretion of the show in the COP. The Fair does not set aside floor space for a mobile catering site during shows. The outside deck is available for use during non-Fair events. During the Fair, it is used by the Fair.