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Addendum 1
Solicitation 24-AA13
Bayfront Festival Park Management

This addendum serves to notify all bidders of the following changes to the solicitation documents:

Questions asked are answered below.

- 1. Request for clarification on revenue sharing and what the City is looking for in terms of percentages.**
 - a. RFP is intentionally worded to not provide specific amounts or percents. Instead, the City is seeking proposals which include a business model that benefits both the operator and the City. Final terms will be negotiated into the contract.

- 2. Is the question on revenue sharing tied to the non-scored questions regarding investments, both immediate and long-term?**
 - a. The non-scored questions are intended to support information gathering for the City on what the City could benefit from knowing from an operator's perspective on taking care of the park. The responses in the non-scored questions do not influence the scoring for the scored questions nor cost.

- 3. Does the City have a preference on a payment schedule, either monthly or quarterly?**
 - a. Point of clarification: historically, the operator was paid quarterly. The RFP inadvertently stated they were paid monthly.
 - b. Proposers are welcome to submit their preferred payment schedule/terms, however the payment schedule will be negotiated into the terms of the final contract.

- 4. Requested clarification on whether the question about Fourth Fest includes taking on the contracting and coordination of the fireworks display.**
 - a. The City is interested in seeking an operator for Bayfront who will be in charge of coordinating the Fourth Fest activities within Bayfront Park—music, vendors, etc. Historically, this coordination was part of the Bayfront operator's contract and required coordination with City staff who were responsible for coordination of the fireworks display.

- b. In this RFP, the City is inquiring whether an operator will take on both of these coordination efforts—activities within Bayfront Festival Park AND the fireworks display. The City expects that, if the operator agrees to take on the fireworks, they will need a year or two to train in on that process with city staff before fully taking it over. Thus, responses should factor in that expenses will vary in years where the operator coordinates only Bayfront Festival Park activities, and years when the operator then ALSO is the lead coordinator for the fireworks as well.
- c. Historically, the city funded and executed a separate contract for fireworks, paid for via the Tourism Tax fund (the same source of funding that has historically funded the Bayfront operator contract).

5. What insurance requirements are associated with assuming responsibility of the fireworks?

- a. City will provide further insurance requirements by November 15. And, interested parties wishing to submit a response to this RFP should also explore what insurance requirements they may need to be covered as the lead party for the fireworks display.

6. Would the City negotiate the contract with the private parcel owner for the fireworks, or would the third-party operator negotiate that property use agreement?

- a. City is open to discussing roles of City and operator for negotiation of use of property from which to light off the fireworks. If those submitting a proposal have a preference on this topic, please include in your proposal.
- b. As this would be a transition of current City services to a third-party, the City expects more conversation will be needed to determine the best approach.

Please acknowledge receipt of this Addendum by checking the acknowledgement box within the www.bidexpress.com solicitation.

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