



County of San Luis Obispo

GENERAL SERVICES AGENCY

Janette D. Pell, Director

Cody Van Dorn, Administrator

REQUEST FOR PROPOSAL PS-#1188

To Operate an Existing Snack Bar/Gift Shop at San Luis Obispo County Regional Airport

QUESTIONS AND ANSWERS

September 20, 2012

Updated 10/9/12

The following information references questions that we have received since the issuance of the *Request for Proposals* regarding Operating an Existing Snack Bar/Gift Shop at the San Luis Obispo County Regional Airport (RFP #1188).

1. Is the current vendor bidding alongside us or is this for a new vendor to operate the snack bar at the SLO Regional Airport?

Answer: The incumbent will not be bidding.

2. Are Profit & Loss statements available to support the gross sales stated in the proposal?

Answer: Pursuant to the concession agreement (see article 6 "Reporting", page 6 of appendix A in RFP), "...concessionaire is responsible for submitting a cumulative statement of gross receipts certified as correct..." The County is not in possession of concessionaire's P&Ls. Proposer may wish to follow up with current concessionaire regarding the availability of this information in addition to optional business equipment that might also be available for sale by current concessionaire.

3. The proposal states that electricity is included with the monthly rent, is water/sewage also included?

Answer: Yes

4. What is the current concessionaire's Minimum Base Monthly Rent (MBMR) and percentage rate on gross revenues?

Answer: The concessionaire's MBMR is \$500 per month and their percentage rental is based on the following schedule:

- 1) Six percent (6% of gross monthly receipts up to \$17,999
 - 2) At such time as Concessionaire's gross monthly receipts are between \$18,000 and \$20,999, Concessionaire shall pay Seven percent (7%) of gross monthly receipts.
 - 3) At such time as Concessionaire's gross monthly receipts are between \$21,000 and \$22,499, Concessionaire shall pay Eight percent (8%) of gross monthly receipts.
 - 4) At such time as Concessionaire's gross monthly receipts are between \$22,500 and \$23,999, Concessionaire shall pay Nine percent (9%) of gross monthly receipts.
 - 5) At such time as Concessionaire's gross monthly receipts are \$24,000 or more, Concessionaire shall pay Ten percent (10%) of gross monthly receipts.
5. Is a listing of daily flights, that might be indicative of terminal passenger traffic (subject to change due to factors beyond airline control, i.e. weather, mechanical), available?

Answer: The ARRIVAL and DEPARTURE schedules are available on the airport's website at <http://sloairport.com/index.php> .

Added on 10/9/12

6. Do you have many interested parties? How many proposals are you expecting?

Answer: We have fielded interest from multiple parties and won't know until the RFP proposal submittal deadline of 10/12th, 3 p.m., as to the number of proposals that might be submitted.

7. When will the new concessionaire start?

Answer: Our intent is to have the new concessionaire take over on or before January 5, 2013.