



SOLICITATION ADDENDUM #2

Solicitation Number: PKS RCS-20-001 Addendum #2
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Solicitation Due Date: February 07, 2020 @ 2:00 p.m. Local Time

CITY OF PHOENIX
Parks and Recreation
Department
200 W. Washington Street
16th Floor
Phoenix, AZ 85003
Phone: (602) 262-6862

RESPONSE TO INQUIRIES

Question 1.

Can we discuss fall festival events with a city official as long as we do not discuss this submittal?

City's Response

Yes.

Question 2.

Can we discuss concessions with a city official as long as we do not discuss this submittal?

City's Response

Yes.

Question 3.

What type of maintenance is to be provided by the concessionaire to the lake channels?

City's Response

The lake channel is identified in blue on Exhibit A – Premises. The maintenance service level to be provided by the Concessionaire includes the as-needed trimming/upkeep of vegetation along the channel, to ensure it doesn't grow into the channel water; and daily patrolling of the water channel to remove all debris from the water channel that originated from the Concession Premises.

Question 4.

What is the cost per year/month for potable water over the past 3 years?

City's Response

The City does not have this information for the Concession Premises, as the Premises are not currently on a separate meter. **As a point of reference, the total annual potable water costs for all Encanto Park for each of the past three years are as follows:**

FY 2016-17: \$36,483

FY 2017-18: \$46,614

FY 2018-19: \$32,656

The monthly totals are included in attached spreadsheet. **Please note, these figures are being provided for a point of reference only, as they are inclusive of the potable water cost for all of the following: Encanto Park "A" (north) side, Encanto "B" (south) side, the Arboreal Garden and Valley Garden Center. The City will be installing a water meter and the Concessionaire will only be responsible for the cost of potable water for the Concession Premises.**



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Question 5.

How do I communicate with the City of Phoenix officials to request a reference while maintaining the spirit of section 18. **Solicitation Transparency Policy**?

City's Response

Request a reference to include the length of time you provided the services.

Question 6.

Does providing resumes for all key personal and management assigned to the Concessionaire Agreement mean resumes only for the individuals awarded the contract or all proposed key people that will be involved with the operation of the concession?

City's Response

Resumes should be provided for all key personnel for the purpose of demonstrating your ability to carry out the entire Scope of Work.

Question 7.

Can you provide any historical sales data?

City's Response

					*July-Dec 2019
Concession	FY 2015-16	FY 2016-17	FY 2017-18	FY 2018-19	FY 2019-20
Enchanted Island	1,386,742.81	1,460,576.54	1,548,455.11	1,686,142.39	743,451.93
Paddle Boat	85,201.15	88,350.10	77,051.28	77,305.61	21,797.28
TOTALS	1,471,943.96	1,548,926.64	1,625,506.39	1,763,448.00	765,249.21

Question 8.

What improvements or repairs to the concession premises will be completed by the City?

City's Response

The City will work in coordination with the successful proposer to finalize the list of improvements/repairs the City will complete. As described in the solicitation, the concessionaire will also be responsible for implementing new amenities and improvements, including to the unimproved areas. The City and the successful proposer will work jointly on a master plan for improvements to the Concession Premises. Specifics will be discussed during contract negotiations.

Question 9.



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What is the proposed timeline for completing the repairs or improvements?

City's Response

Specifics will be discussed during contract negotiations.

Name of Company: _____

Address: _____

Authorized Signature: _____

Print Name and Title: _____