



## Addendum #1

### INVITATION TO BID NUMBER 18-075

**For  
Concession Management Services  
Bid DUE:  
Date March 16, 2018 @ 2:00 PM. EST.**

1 . How much revenue has the city generated each year over last two years on concessions from the three pool locations?

**The pool has generated between \$5000-\$7000 in revenue per season from concession sales. Keep in mind that we have only bought food weekly and ran out of many things within a day so these sales figures would go up a lot if inventories were monitored.**

2. Would you consider changing the rental payment structure to have one half of the payment at the beginning of the pool season and the second half near the mid-July point as opposed to monthly?  
Yes-

3. What have been the price ranges for items sold at the pools? **\$.50-\$3.00**

4. What is the daily or weekly patronage per location?

**Average admissions at each location are**

**Briarwood-600-1000 people weekly**

**Lynwood-300-400 people weekly**

**Murphy Candler-600-1000 people weekly**

5. Once in the contract, if the concession sales patterns at any one or multiple locations indicated that it not feasible to open concessions for the entire pool day, would the vendor have the ability to get approval from Park/Pool management to adjust the hours of operation of concession to match the patterns? **At this time we wish for concessions to be available for every hour and business day at the pools.**

6. What are the special events at each site that the vendor will have the opportunity to provide services and what are the expected participation numbers per event.

**-Memorial Day Pool Party - 150**

**-2 Dive in Movies – one at Murphey Candler and the other at Briarwood locations – 100-200 people**

**-We can also put the contract awarded business in touch with the 2 Brookhaven swim teams to discuss concession opportunities outside of City of Brookhaven concession responsibilities.**

7. The invitation to bid stated that the City would provide electricity and water. The walk through of the site revealed that there are a limited number of outlets and no running water in the existing concession areas. Will the city add basic electrical outlets and proper plumbing to support onsite food prep licensing or would those be at the expense of the vendor. If at the expense of the vendor what is the process to get approval for such modifications and is there a particular contractor or list of contractors that would have to do the work.

**Additional outlets and water will not be added to existing structures, however we will ensure that the contractor has the necessary power and water to fulfill the duties of the contract. By providing this we can run power cords and hoses at each facility.**

8. will space be allotted in the existing building structure at each site for a minimum of one full sized vendor provided refrigerated unit measuring (3'-W X 3'-D X 6'-H)? **yes**

9. Can the vendor provide one small (size of one parking spot) onsite storage trailer that could remain onsite for the duration of the season? **yes**