

## **Addendum 1**

### **Concession Services at the Midco® Aquatic Center**

**RFP 16-0033**

#### **Answers to Questions**

- 1) Does the City have a reference proposers can contact for an operation similar to the Midco® Aquatic Center.**

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- 2) Will the concession area will be a locked, secure area or is the plan is for it to be an open reception area. I am looking for more detailed drawings of what the space will look like to determine what equipment could be used. This affects the type of products that can be offered for sale in the space.**

The concession area is not designed to be a lockable, secure area. Security of product, concession equipment, kitchen ware, etc is the responsibility of the concessionaire. The drawings posted within the RFP are the drawings available for this space.

- 3) What equipment is provided by the City of Sioux Falls in the concession area including built-in cabinets, countertops, work surfaces, refrigeration, and concession/kitchen equipment?**

The furnishings and equipment needs of each vendor are expected to be unique depending on the proposed menu and operation plan. The concessionaire's proposal should include the equipment and site furnishings necessary to support their proposed operation and menu and which party they propose to bear the expense. The final determination may be part of the negotiation process prior to finalizing an agreement with the vendor selected.

- 4) What amount of electrical power is available in the concession space?**

We have a dedicated 120/208 volt, 3 phase panelboard with the capacity of 200 amps for the Concession Space.

- 5) The exhibit clearly shows a three compartment sink but other details are not so evident. Is there a mop sink in the area?**

The decision made was to not include a mop sink in the concessions area being there are mop sinks in the front restroom area and in the Janitor Room in the Competition Pool area.

**6) What items and terms are included in the agreement between the City of Sioux Falls and Midco® that may affect the concession sales including “pouring rights”?**

Pouring rights are not a part of the agreement with Midco®. Midco® has the right to host select corporate events at the Midco® Aquatic Center. Midco® may choose to have those events catered by a company other than the concessionaire. The City retains the right to sell additional naming rights and/or sponsorships in the facility. If such sponsorship should include pouring rights the concessionaire would be required to honor that provision of the sponsorship

**7) In addition, please explain what is meant by “pouring rights”?**

Pouring Rights refers to the right of a vendor to have their product line exclusively sold in a facility. The concessionaire may be restricted to serving that companies beverages. For example: Coke products vs Pepsi products.

**8) Is it the intent that the Concessionaire is to provide the free public Wi-Fi that is to be available in the building as well as purchase Wi-Fi and data service for the concession area as stated in section 2.12 of the RFP?**

The free Wi-Fi will be provided by Midco® as per their title sponsorship of the building. The concessionaire will be responsible for providing their own internet for business use if they do not wish to use the free Wi-Fi provided.

**9) What is the purpose of requiring a profit and loss statement to the city if the proposal is based solely on gross sales?**

The City’s interest is in the long-term financial viability of the concession operation and the auditability of gross receipts. If the vendor does not want to prepare a separate profit & loss statement, the City would be open to considering other options to ensure that these two components can be verified.