

CONCESSION AND CATERING SERVICES AT THE EXPOSITION CENTER AT THE NEW YORK STATE FAIRGROUNDS

IFB #0183

Addendum 1 Issued July 10, 2018 Questions and Answers

**Please note that the questions that follow are taken directly from the emails received by the Department.*

1. Is there a separate meter (gas/electric) for each area? **No.**
2. If Expo Center is not used for any events for any one month will there still be a charge for garbage and recycling removal? **Yes.**
3. Is the right to sell merchandise included? **Any merchandise that is sold would be subject to the approval of AGM.**
4. What is the anticipated attendance for years one and two? **AGM does not currently have a projection for attendance for years one and two.**
5. Are there any venues already backed for years one and two? **There are shows which have already been booked 2018 and beyond.**
6. Is there or will there be offered an extension to the initial 5 year contract? **No.**
7. Being the "exclusive" concession and catering provider, will the vendor contract and building rental contract stipulate that any promoter cannot rent booth space in the building that conflicts with awarded concessionaires exclusive rights, meaning that they cannot sell booth space that competes against concessionaire and impacts revenues paid to AGM? (i.e. on site consumption of wine/slushies, on site food samples or points of sale) This occurs in other buildings currently, will it be curtailed? **AGM will enforce the exclusivity of the contract as it relates to concessions and catering.**
8. Does Concession Room 144, that has the exterior selling window, also have interior selling/concessions capability during non-Fair events, or does its design only make it possible for outside sales during nice weather/Fair event season? **Concession Room 144 is intended for exterior sales only.**
9. What are the dimensions of the Ansul Hood System in Kitchen Room 111? **The Ansul Hood System in Kitchen Room 111 is 10' x 3'.**
10. Who is responsible for equipping Mezzanine Level VIP area with banquet tables and chairs for special events? Where will this furniture be stored when not in use or when it conflicts with any other

event when it is not needed? **Limited seating areas including couches and chairs will be provided by AGM. Any banquet tables and chairs would be the responsibility of the selected vendor.**

11. Is there a seating area provided on the main level for patrons who purchase food and beverage during conventions and shows that occur in the building? **Limited seating areas will be provided by AGM in the lobby and pre-function areas.**
12. Is Catering Room 201 on the Mezzanine exclusively used for food preparation? Meaning, that room is not used to serve or seat guests for special functions, correct? **Catering Room 201 was designed to be used for food preparation only.**
13. Is the VIP area on the Mezzanine the intended banquet area for the estimated 200 guest capability? What are those dimensions? Does the estimated capacity set forth encompass banquet table seating for 200? **As noted in section 2.2 of the IFB, Room 201 (Catering) includes power at walls to energize hot/cold carts to support 200 plates (for catered functions). The VIP area is 1,965 square feet and can hold 132 occupants. The Pre-Function area is 1,357 square feet and can hold 91 occupants.**
14. Define Utilities...How will gas and electrical use in the concessions areas be monitored year round to determine usage? **See Addendum 2, Amendment, issued July 10, 2018. The Department shall be responsible for the cost of utilities including water, sewer, electric, and natural gas.**
15. How long will it take for contract approval from AG once contract is awarded so that successful bidder can commence move in and start up operations? **It is anticipated that the selected vendor will be able to commence move in and start up operations in time for the 2018 State Fair.**
16. All proposed areas as well as NYS Liquor Authority licensing is expected to be in place and operational for the opening day NYSF 2018 Wednesday August 22? **Yes. Any change to that would be subject to the approval of AGM.**
17. Is there a warehousing room or dry storage area for concessionaire use? Each concession area does not look conducive to storing extra stock for shows that extend over non-delivery days. (weekends). **Any additional storage would be the responsibility of the selected vendor.**
18. Is there a grace period on payment due by 1st month late fee if it falls on a weekend or Holiday? **The payment would be due on the next business day.**
19. Is there an area that could be used for additional cold storage. **Any additional cold storage would be the responsibility of the vendor.**