

**RFP#0171: Catering and Restaurant Services at the Empire Room/Somerset Room  
at the New York State Fairgrounds**

**Addendum 1**

**Issued May 23, 2019**

**Questions and Answers\***

*\*Please note that the questions/comments that follow are taken directly from the email(s) received by the Department.*

1. I am interested in RFP #071 and I was wondering if we could see what the sales @ this location have been for the last 5 years?
  - **The Empire Room has been inactive for the past five years. Prior to that, sales at the Empire Room for the Fair and non-Fair were:**
    - **4/1/2010-3/31/2011: \$578,077**
      - **Non-Fair - \$522,315**
      - **Fair - \$55,762**
    - **4/1/2011-3/31/2012: \$412,306**
      - **Non-Fair - \$359,260**
      - **Fair - \$53,046**
    - **4/1/2012-3/31/2013: \$362,622**
      - **Non-Fair - \$262,567**
      - **Fair - \$100,055**
    - **4/1/2013-3/31/2014: \$163,567**
      - **Non-Fair - \$54,126**
      - **Fair - \$109,441**
  - See question #1.
2. Would we be able to see what sales they did during the NYS Fair as well?
  - See question #1.
3. If the Empire room were used as a full-service restaurant, where would customers and employees park? Where is the loading dock?
  - **During non-Fair:**
    - **Customer parking (approximately 250 spaces) is available in existing parking spaces adjacent to and surrounding Chevy Court (see map attached). In isolated circumstances where a scheduled Fair event would preclude parking in the designated area, AGM would make parking available in an adjacent area and provide signage to direct restaurant patrons to the temporary parking area.**
    - **Employee parking (approximately 30 spaces) is available behind the Art and Home Center (see map attached), with exceptions defined in Section 2.3G of the RFP.**

- **There is a loading dock at the Southeast end of the Art and Home Center (see map attached).**
4. Will all kitchen equipment be in working order at the start of the agreement when the facility is awarded?
    - **Yes. The equipment listed in Exhibit 5 will be in working order.**
  5. Will AGM commit to any allotment of the approximately \$250,000 investment in year 1?
    - **Per Section 2.1 of the RFP, AGM will invest approximately \$250,000 within the first three (3) years of the License Agreement, for improvements and upgrades to the Empire Room and Somerset Room, including updating the interior of the Licensed Premises. Renovations expected to be completed in the Empire Room before the 2019 Fair (Year 1) include replacement of carpeting with new flooring, upgraded lighting, replacement of ceiling fans, and painting the interior. AGM is willing to work with the Licensee to tailor certain improvements to the Licensee's business concept after the bid is awarded.**
  6. During non-fair season, how will patrons be able to access the facility in the event of a daily restaurant operation being attempted?
    - **During the non-Fair, patrons will be able to access the facility through Fair Gates, usually Gate 2. In circumstances where Gate 2 is closed to public entry due to a specific event, traffic will be routed to another gate. In this case, the Fair would provide signage to direct restaurant patrons to the appropriate gate and through the Fairgrounds to the restaurant.**
  7. With regards to the Labor Peace Agreement in Section 6.12, can the Dept supply a list of job classifications that will be non-exempt under the LPA?
    - **"Labor Peace Agreement" means an agreement enforceable under federal law with a labor organization that includes a promise by the labor organization on behalf of itself and its members not to engage in any strikes, boycotts, work stoppages, corporate campaigns, picketing or other economic action against the Empire Room or any part of the New York State Fair. The Labor Peace Agreement shall not include any provision requiring any employee to become a member of a labor organization, or apply to any employee that does not work at the Empire Room. An LPA does not mandate an employer to automatically recognize a union or require all workers to join a union. The successful bidder will negotiate the Labor Peace Agreement.**
  8. Please provide existing prevailing wages for those job classifications, as this fixed cost may be impactful to the successful bidder and also affect the bid for rent proposal.
    - **As described in Question #7, the LPA does not mandate or require employees to be represented by a union; it requires the employer to remain neutral should a union approach their workforce to organize. Ultimately, if workers decide to go through the process to do so, the employer would then negotiate a contract dictating rates and job class with the union.**

# MAP OF FAIRGROUNDS



Available customer parking  
(approx. 250 spots)

Employee parking  
(approx. 30 spots)

Loading dock

