



L5114 – Pier 45 Outdoor Café Concession at Hudson River Park

RFP Questions and Answers

December 17, 2019

Questions are presented below in **bold**, with *answers* from the Trust in *italics*.

- 1. Can you provide historical data regarding rent/commission paid along with last 5 years of revenue please? Can you please provide sales and revenue history combined food/beverage and alcohol?**

*Please see below **historical financial information** from this location:*

- *The Guaranteed Minimum Annual Fee payable for permit year 2019 was \$100,009.00. Respondents under the current RFP should make their own base fee proposal.*
- *Percentage Rent in permit year 2019 was 15% of the total gross receipts exceeding \$400,000.00 (north side) and 12% of gross receipts exceeding \$333,333.00 (south side). Respondents under the current RFP should make their own percentage fee proposal.*
- *Total gross receipts from April 2019 to September 2019 is \$931,194.42.*

- 2. Can you please provide sales history in just alcohol?**

The Trust does not have this information at this time.

- 3. Can you please provide sales history in just food?**

The Trust does not have this information at this time.

- 4. How many people attended the site tour, or copy of sign in sheet for the site tour.**

A total of 15 people attended the site visit on December 5, 2019 at 11:30AM.

- 5. Are we able to advertise and market our brands? If so, can we have banners? Or what are our limitations in advertising on site?**

Concessionaires are able to advertise and market their name and/or logo through banners and other forms of signage, however, the signage is subject to approval by the Trust. Advertisement of product brand is not permitted.

- 6. Are we able to have patio umbrellas for outdoor tables for guests?**

Concessionaires are able to have patio umbrellas for the outdoor tables as long as they are securely positioned, do not interfere with the planted trees at the Premises, and are retracted at the end of each business day.

- 7. How long was the last operator in place?**

The previous Concessionaire operated from June 2016 through October 2019.

- 8. Is there any storage area that we can use on the next pier?**

There is no additional storage in the immediate vicinity of Pier 45, however, there is storage space located at Pier 40, which is available through a separate license agreement with the Trust.