



L5106 – 2019 Pier 84 Bicycle Rental Concession in Hudson River Park

RFP Questions and Answers

November 13, 2019

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

1. Is there an estimated value or budget available? Are there any union labor requirements?

There is no budget available. Concessionaire is expected to comply with all labor laws.

2. Please provide financials from the prior operations at the location.

*Below is **historical financial information** from this location:*

- a. The Guaranteed Minimum Annual Fee payable for the most recent permit year was \$121,544.00. Respondents under the current RFP should make their own base fee proposal.*
- b. Percentage Rent was 22% in excess of the annual threshold amount of \$552,572.00. Respondents under the current RFP should make their own percentage fee proposal.*
- c. The total gross receipts for 2018 reported by the current operator is \$259,915.80.*

3. What utilities are supplied at the premise?

Electricity: The Concessionaire shall establish a direct electricity account with Consolidated Edison and be solely responsible for consumption.

Water: If Concessionaire elects to bring water into the Premise, a build out plan will need to be submitted to the Trust for review and approval. The Trust has installed a sub-meter at the Premise and Concessionaire will pay for sub-metered water service if water is supplied into the Premise.

4. Is the Concessionaire allowed to leave bicycles outside overnight? What restrictions are there, if any?

The Trust will allow the bicycles to be stored outdoors overnight under the following conditions:

- 1) The Concessionaire shall store the bicycles within the premise.*
- 2) The Concessionaire shall have staff presence when bikes are stored outdoors overnight.*
- 3) The Concessionaire shall not conduct any business transactions during park closure.*
- 4) All bikes staged outside overnight must be locked and secured. Concessionaire assumes all risks and liability.*

A logistics plan must be provided to the Trust for final review and approval.