

OHIO TURNPIKE COMMISSION

682 Prospect Street
Berea, Ohio 44017

AGREEMENT TR-9G

**REQUEST FOR PROPOSALS FOR
FOOD AND RETAIL CONCESSION OPERATIONS
AT THE MAHONING VALLEY AND GLACIER HILLS SERVICE PLAZAS**

ISSUE DATE:

July 29, 2011

INQUIRY END DATE:

5:00 p.m. (E.D.T.), August 26, 2011

OPENING DATE:

2:00 p.m. (E.D.T.), September 7, 2011

ATTENTION OF RESPONDING CONTRACTORS IS DIRECTED TO:

**ANSWERS TO QUESTIONS RECEIVED THROUGH END OF INQUIRY PERIOD,
5:00 P.M. (E.D.T.), AUGUST 26, 2011**

ANSWERS TO QUESTIONS RECEIVED THROUGH END OF INQUIRY PERIOD,
5:00 P.M. (E.D.T.), AUGUST 26, 2011:

Q#5 We are working through a possible bid submission for the Mahoning Valley and Glacier Hills plazas. Could you clarify the CAM charges for me please. I understand that the exterior maintenance and property management etc. cost is 4% of total sales. Also, we are clear on the 1% of sales for future Commission facility improvements. The remainder of the CAM expenses is evidently made up of janitorial cleaning, rest room maintenance, food court cleaning, insect control, utilities and more. Would you please send to me the dollar cost allocated to this last CAM item for each facility at Blue Heron and Wyandot? A breakdown of the costs to various services would be helpful also if possible. Is this sum fairly consistent across all of the plazas on the turnpike? Do you anticipate that there will be any difference in the dollar amount of these charges at Mahoning Valley and Glacier Hills? If so, can you estimate those costs?

A#5 CAM or "Common Area Maintenance" charges consist of expenses to operate and maintain the common areas of the Service Plaza facilities. Operators' Units are metered separately for the utilities used within the Unit space and each Operator is solely responsible for those charges. Utilities for the common areas are metered separately from the Operator's utilities.

The CAM charges consist of the following common area expenses:

- *Janitorial Services*
- *Electric*
- *Gas*
- *Water*
- *Sewer*
- *Plaza Furnishings amortized over five (5) years*

CAM is based on the total combined expenses listed above and fifty percent (50%) of these costs are billed each month by the Commission to the interior Service Plaza Operator(s) based on the following calculations:

Unit Square Footage occupied by the Selected Operator / Total Unit Square Footage

Example (Mahoning Valley and Glacier Hills, Unit 1 is the Restaurant Operator and Unit 2 is the C-Store Operator).

<i>Unit 1:</i>	<i>4290 Sq. Ft.</i>	<i>Billed at</i>	<i>35% of CAM</i>
<i>Unit 2:</i>	<i>2098 Sq. Ft.</i>	<i>Billed at</i>	<i>15% of CAM</i>
	<i>6388 Sq. Ft.</i>		<i>50% of CAM</i>

As indicated in the above example, CAM ratios are affected by the number of Operators at each Service Plaza (to total 50%). Service Plazas with one (1) interior Operator pay the entire

50% CAM while Service Plazas with more than one (1) interior Operator pay their respective percentage of the total Unit square footage. The Mahoning Valley and Glacier Hills Service Plaza CAM charges for Unit 1 will be billed at 35% as outlined above. Responding Operators should analyze the data provided In Exhibit B as well as the facility plans provided with the RFP in order to estimate what the CAM charges may be.

As requested, in 2010, CAM charges at the Blue Heron and Wyandot Service Plazas were:

- ***Blue Heron - \$197,594***
- ***Wyandot - \$208,247***

See the next pages for sample of April 2010 CAM Invoice Calculations at Blue Heron and Wyandot, followed by a chart of the actual CAM charges for 2010 by Service Plaza.

Q#6 I have been asked to create a few drawings for bid purposes of the new Ohio Turnpike sites I have no AutoCAD drawings and will need these drawings to get started. I request that these CAD files be forwarded to me as soon as possible.

A#6 Drawings are contained on the diskette provided with the original RFP. AutoCad drawings will be made available to the Selected Operator upon request. The Commission does not require submission of detailed drawings depicting the proposed build-out of Unit 1 with the Proposals submitted in response to the RFP. However, conceptual layouts of the Unit and artist renderings or mock-ups of the storefront are encouraged.

Sample of April 2010 CAM Invoice Calculations

WYANDOT							13312018	
COMMON AREA CHARGE							80522-0770	
<u>CLEANING</u>	04/01 - 04/30		\$21,494.38					
	Add. Cleaning		\$ -					
<u>FURNISHINGS AND ACCESSORIES</u>								
<u>TOTAL</u>	\$ 82,698.50	AMORTIZED 5 YEARS	\$ 1,378.31					
<u>ELECTRIC</u>	03/12 - 04/13		\$ 6,747.82					
<u>GAS</u>	03/17 - 04/16		\$ 2,228.64					
<u>WATER</u>	04/01 - 05/04	405,800	\$ 1,998.18					
<u>SEWER</u>	04/01 - 05/04		\$ 952.77					
			\$34,800.10					
				TOTAL UNIT RATIO				BILLABLE AMOUNT
				100.00%	50%	UNIT SHARE	50.00%	\$17,400.05
	UNIT 1 TOTALS							

Chart of the actual CAM charges for 2010 by Service Plaza.

Location:	Comm Perry	Errie Island	Towpath	Great Lakes	Bradys Leap	Portage	Middle Ridge	Verm Valley	Blue Heron	Wyandot
Month										
Jan	\$ 19,910.44	\$ 20,886.70	\$ 11,632.22	\$ 11,602.63	\$ 15,450.84	\$ 14,968.64	\$ 21,802.07	\$ 20,809.11	\$ 20,488.34	\$ 18,947.34
Feb	\$ 18,558.68	\$ 19,717.54	\$ 10,059.84	\$ 11,001.99	\$ 23,387.77	\$ 23,016.15	\$ 18,926.78	\$ 17,676.07	\$ 14,031.96	\$ 18,469.88
Mar	\$ 17,877.82	\$ 18,378.38	\$ 14,517.63	\$ 12,347.80	\$ 14,974.89	\$ 14,493.15	\$ 19,349.89	\$ 18,530.89	\$ 15,209.79	\$ 16,180.70
Apr	\$ 19,621.44	\$ 22,932.22	\$ 9,940.69	\$ 9,687.45	\$ 15,081.41	\$ 14,324.33	\$ 18,560.33	\$ 20,057.11	\$ 17,671.99	\$ 17,400.05
May	\$ 19,016.02	\$ 22,805.02	\$ 9,69.75	\$ 9,890.49	\$ 25,211.18	\$ 24,177.05	\$ 19,855.46	\$ 19,030.73	\$ 16,088.68	\$ 17,060.50
June	\$ 23,310.26	\$ 26,012.27	\$ 14,995.04	\$ 12,271.26	\$ 15,182.26	\$ 14,134.21	\$ 21,634.58	\$ 22,191.05	\$ 16,145.98	\$ 16,970.12
July	\$ 26,349.71	\$ 29,869.01	\$ 11,282.77	\$ 10,694.15	\$ 15,977.83	\$ 15,444.22	\$ 22,572.46	\$ 21,938.32	\$ 17,415.24	\$ 18,135.46
Aug	\$ 24,379.74	\$ 27,685.18	\$ 10,821.00	\$ 11,602.34	\$ 29,362.07	\$ 28,576.24	\$ 22,498.22	\$ 21,798.21	\$ 17,106.95	\$ 18,412.58
Sept	\$ 23,439.73	\$ 25,593.04	\$ 20,512.99	\$ 14,312.90	\$ 15,770.05	\$ 15,154.58	\$ 23,358.47	\$ 24,438.92	\$ 16,640.41	\$ 17,599.06
Oct	\$ 22,178.51	\$ 23,257.34	\$ 11,653.37	\$ 10,724.32	\$ 15,507.27	\$ 15,101.57	\$ 21,051.40	\$ 22,421.08	\$ 15,314.71	\$ 15,756.82
Nov	\$ 21,206.36	\$ 22,447.03	\$ 11,354.65	\$ 11,490.00	\$ 14,925.74	\$ 14,733.91	\$ 22,230.24	\$ 22,118.28	\$ 15,494.78	\$ 16,511.88
Dec	\$ 21,938.58	\$ 23,377.84	\$ 17,524.38	\$ 14,624.61	\$ 26,537.80	\$ 26,168.76	\$ 21,142.66	\$ 22,272.24	\$ 15,985.28	\$ 16,802.12
Total	\$257,787.29	\$282,961.57	\$154,164.33	\$140,249.94	\$227,369.11	\$220,292.81	\$252,982.56	\$253,282.01	\$197,594.11	\$208,246.51