

**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 12:00 P.M., AUGUST 18, 2011**

**ANSWERS TO QUESTIONS RECEIVED THROUGH 12:00 P.M. AUGUST 18, 2011:**

Q#1 Could the Selected Operator have any influence or ability to assist OTC in determining colors and appearance of the seating area to match concept schemes?

*A#1 Although standard colors and appearance of the seating area adjacent to the food court or quick serve restaurant are already established, the Commission will give consideration to modifying the colors and appearance of this area in consultation with the Selected Operator. However, the Commission has the final approval on all such details, and reserves the right to maintain the standard colors and appearance.*

Q#2 Could the Selected Operator add shutters, décor and additions to the seating area that might provide a better transition from the concepts in the Unit to the seating area?

*A#2 The seating area is not in any of the designated "areas of responsibility" for the Selected Operator under the RFP. As indicated in response to Q#1, the Commission will give consideration to modifying the seating area, although substantial changes in décor and shutters are not envisioned. Again, the Commission has the final approval on all such details, and reserves the right to maintain the standard décor.*

Q#3 Page 45, Paragraph D asks a franchisee to submit in item (2), "contractual agreement with franchisor". Does the OTC want as a submission an unexecuted copy of the standard franchise agreement of the franchisor? Franchisor commitments can be obtained but executed franchise agreements would follow after the award.

*A#3 Yes, an unexecuted copy of the standard franchise agreement would be acceptable.*

Q#4 I would like to know if you could provide me with the current commission rates for the retail concessions at the following Service Plazas:

Middle Ridge/Vermillion Valley

Great Lakes/Towpath

Indian Meadow/Tiffin River

*A#4 The revenue sharing information from other Service Plazas is not relevant to the operations at the Mahoning Valley and Glacier Hills Service Plazas because the volumes are different for each location, and many Service Plaza sets have more than one (1) operator. Nevertheless, the information is provided here as requested. Placing reliance on the following rates would not be advisable as Responding Operators prepare their Revenue Sharing Proposals. Responding Operators should carefully review the information provided in Exhibit B to the RFP regarding sales volumes at the Service Plazas in preparing their Revenue Sharing Proposals.*

**Middle Ridge/Vermilon Valley (Multiple Restaurant Operations by HMSHost and Panera)**

- 9.8% of gross receipts from Units 1, 2, 4 & 6.
- 8% of gross receipts from Unit 5.
- Unit 3 is \$60K annual flat rent, plus escalators for sales over \$1.5 Mil (5% for sales > \$1.5 Mil < \$2 Mil) (7.5% for sales > \$2 Mil < \$2.5 Mil) (10% for sales > \$2.5 Mil).
- 4% Property Management Fee for all units.
- 1% Capital Improvement Fee for all units.
- CAM Charges based on a percentage of total unit square footage occupied by the Operator (billed at 50% of that percentage).

**Great Lakes/Towpath (Multiple Restaurant Operations by HMSHost and Panera)**

- 10.5% of gross receipts from Units 1, 2, 3 & 5.
- Unit 3 is \$35K annual flat rent, plus escalators for sales over \$1 Mil (5% for sales > \$1 Mil < \$1.25 Mil) (7.5% for sales > \$1.25 Mil < \$1.5 Mil) (10% for sales > \$1.5 Mil).
- 4% Property Management Fee for all units.
- 1% Capital Improvement Fee for all units.
- CAM Charges based on a percentage of total unit square footage occupied by the Operator (billed at 50% of that percentage).

**Indian Meadow/Tiffin River**

**Unit 1 (Restaurant Operations - HMSHost)**

- 6% for sales up to \$6 Mil per set of plazas combined.
- 8.5% for sales > \$6 Mil < \$8.25 Mil
- 12% for sales > \$8.25 Mil
- 4% Property Management Fee
- 1% Capital Improvement Fee
- CAM Charges based on a percentage of total unit square footage occupied by the Operator (billed at 50% of 70%).

**Unit 2 (C-Store run by Fuel Service Operator - Sunoco)**

- 6% for sales <= \$1.5 Mil per set of plazas combined.
- 4% for sales > \$1.5 Mil.
- 1% Capital Improvement Fee.
- CAM Charges based on a percentage of total unit square footage occupied by the Operator (billed at 50% of 30%).