

**FUEL AND RETAIL OPERATOR
OPEN HOUSE
JULY 16, 2025**

QUESTIONS AND ANSWERS

VENDOR QUESTIONS:

Q#1 Will you share the slide deck with the vendors?

A#1 The slide deck from the Open House will be posted on the Commission's website and sent to the mailing list.

Q#2 With this RFP, is the Commission seeking one operator for fuel and retail for all 14 service plaza locations, or is the Commission seeking one operator for fuel and one operator for retail?

A#2 The Commission is seeking one operator for fuel and retail at all 14 service plaza locations. This includes fuel, (20) fuel island kiosks, and four (4) convenience stores. Joint ventures will be considered.

Q#3 Explain more about the four (4) convenience stores included in the fuel and retail operator contract.

A#3 The convenience stores are located at the Tiffin River/Indian Meadow Service Plazas (aka Service Plaza 1) and the Mahoning Valley/Glacier Hills Service Plaza (aka Service Plaza 8). The store units are inside the service plaza building and located adjacent to the fueling areas. The convenience store areas are: (1) Tiffin River/Indian Meadow Service Plaza – 2,098 square feet each; and (2) Mahoning Valley/Glacier Hills Service Plaza – 2,098 square feet each. Each has a corresponding storage space of 2,100 square feet below the Unit Space.

Q#4 Is the fuel and retail contract separate from the food and retail concessions inside the service plaza?

A#4 Yes, the Commission has separate contracts for the food and retail concessions inside the service plazas, except for the four (4) convenience stores described in A#3. The current food and retail concession contracts and terms are listed below:

SP-1 Food (Only) Concessions: [Applegreen]

Original Term: July 7, 2011 through July 6, 2018

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Current Term: 2nd of 5 possible 5-year options through July 6, 2028

Options Available: Three 5-year options remain

SP-3 Food and Retail Concessions: [AVI Foodsystems]

Original Term: March 1, 2023 through Feb. 28, 2033

Current Term: Original

Options Available: Five 5-year options

SP-4 Food and Retail Concessions: [Applegreen]

Original Term: March 1, 2022 through Feb. 28, 2032

Current Term: Original

Options Available: Five 5-year options

SP-5 Food and Retail Concessions: [Applegreen]

Original Term: May 1, 2002 through April 18, 2009

Current Term: 3rd of Five possible 5-year options (modified) through February 28, 2027

Options Available: 2 possible 5-year options remain

SP-5 Food and Retail Concessions: [Covelli Enterprises]

Original Term: May 15, 2002 through March 14, 2012

Current Term: 3rd of Five possible 5-year options through March 14, 2027

Options Available: 2 possible 5-year options remain

SP-6 Food and Retail Concessions: [Applegreen]

Original Term: June 21, 2022 through Feb. 28, 2032

Current Term: 4th of Five possible 5-year options (modified)

Options Available: One 5-year option remain

SP-7 Food and Retail Concessions: [AVI Foodsystems]

Original Term: June 1, 2022 through May 31, 2032

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Current Term: Original

Options Available: Five 5-year options

SP-8 Food (Only) Concessions: [Covelli Enterprises]

Original Term: May 22, 2013 through July 31, 2020

Current Term: 2nd of five possible 5-year options

Options Available: Three 5-year options remain

All Locations [Sunoco / 7-Eleven]

Original Term: Jan. 1, 2011 through Dec. 31, 2016

Current Term: 2nd of Two 5-year options through Dec. 31, 2026

Options Available: None Remain

Q#5 What is the Commission planning in terms of the duration of the fuel and food contract?

A#5 The Commission was hoping to get feedback from the vendors regarding the contract term. The current contract had an initial five (5) year term, and two (2) options to renew, each for an additional five (5) year term. For the new contract, the Commission is considering an initial term of seven (7) years or ten (10) years, and two (2) options to renew, each for an additional five (5) year term.

Q#6 Will the new operator be expected to use the current pumps or provide new?

A#6 The new operator will provide new pumps because the current operator will be removing its own pumps. Incoming operators may request to negotiate to purchase some of the existing equipment with the current operator, provided the equipment is in good condition.

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Q#7 Explain more about the revenue sharing proposal.

A#7 The RFP will include a Revenue Sharing Proposal form which each vendor will complete and submit with the proposal. The form will require the vendor to quote a cents per gallon value for the fuel concessions and a percentage of gross receipts for the retail concessions (i.e., convenience stores and kiosks). The operator also pays a 1% capital improvement fee for convenience store locations, and 50% of the unit share common area maintenance (CAM) fee for the four (4) convenience store locations. Each set of plazas also pays an annual exterior CAM charge (TBD, currently \$89,437 per set of plazas).

Q#8 Are the existing electric vehicle charging stations under a separate contract?

A#8 Yes. See below for more information about electric vehicle charging.

Q#9 Please explain the vendor registration process.

A#9 Vendors can register with the Commission through this link:

<https://www.ohioturnpike.org/procurement/vendor-login>

Please add a main contact, but you can add multiple e-mail addresses under “additional contacts”. Also, please 1) include a short description of your line of business and 2) select all applicable North American Industry Classification System (NAICS) codes. For the fuel and retail operator contract, you must select NAICS code 447110. The Commission uses vendor registrations to create mailing lists for sending out notices of new contracting opportunities.

Q#10 Please explain the fuel pricing process.

Q#10 Each week, at 3:00 PM on Monday, Wednesday and Friday, the fuel price is changed based on OPIS Radius pricing surveys. A survey is conducted by the operator and submitted to the Commission by 12:00 noon every Monday, Wednesday and Friday. The current survey includes 147 locations within 5 miles of a turnpike interchange. The Commission compares the operator’s proposed price change to the survey average in the east and the survey average in the west. If the operator’s proposed price is not over \$.03 over the regional survey average, it is approved. At 3:00 PM on

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Monday, Wednesday and Friday, the price change goes into effect. There are no price adjustments outside these times.

Q#11 Are there any use restrictions for inside retail items versus outside retail items at the service plazas (i.e., coffee)?

A#11 The Commission does not expect to include many restrictions given the current operations at the service plazas. There will be some brand specific restrictions for items in direct competition with existing concessions inside the plazas. The Commission will consider proposals that include expansion of the outside kiosks. There are restrictions against made to order food and beverages at the C-store locations.

Q#12 Will an assets list be included in the RFP (i.e., number of pumps, etc.)?

A#12 Yes. The existing site plans will be included in the RFP.

Q#13 Do you have a list of other improvements?

A#13 The operator is expected to improve and maintain the fuel and retail premises to meet modern design(s) and construction for the brand, including the canopy, pumps, kiosk, signage, etc. Additionally, the operator is expected to maintain the C-Stores and kiosks, (except for the kiosk floors).

COMMISSION QUESTIONS & ADDITIONAL INFORMATION:

Q#1 How long do the vendors need to prepare a proposal?

A#1 Massachusetts just did a similar RFP, and it was a 60-day process.

Q#2 The current fuel and retail operator contract expires on December 31, 2026, which is during winter. The Commission was looking for feedback from the vendors about the best way to transition to a new operator.

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A#2 No responses. The Commission is considering awarding the new contract earlier to start the transition earlier or extending the current contract into 2027 to facilitate the transition after December 31, 2026.

Q#3 Are any vendors interested in electric vehicle charging stations?

A#3 No responses. The Commission has universal electric vehicle charging stations at the following locations:

Tiffin River/Indian Meadow Service Plazas (Service Plaza 1), Milepost 20.8, Williams County – Electrify America and Tesla

Blue Heron/Wyandot Service Plazas (Service Plaza 3), Milepost 76.9, Sandusky County – Electrify America and Tesla

Great Lakes/Towpath Service Plazas (Service Plaza 6), Milepost 170.1, Cuyahoga County - Tesla

Mahoning Valley/Glacier Hills Service Plazas (Service Plaza 8), Milepost 237.2, Mahoning County – Tesla

There currently are no electric vehicle charging stations at the Commodore Perry/Erie Islands Service Plazas (Service Plaza 4), Milepost 100, Sandusky County, the Middle Ridge/Vermilion Valley Service Plazas (Service Plaza 5), Milepost 139.5, Lorain County, and Portage/Brady's Leap (Service Plaza 7), Milepost 197, Portage County, but the locations listed above provide coverage across the turnpike.

The Commission will consider proposals that include electric vehicle charging stations, but they will not be required.

Q#4 Are any vendors interested in alternative fuels?

A#4 The Commission will consider proposals that include alternative fuels, but it will not be required.