OHIO TURNPIKE COMMISSION 682 Prospect Street Berea, OH 44017 (440) 234-2081

REQUEST FOR PROPOSALS FOR FOOD CONCESSION OPERATIONS IN UNIT 4 AT THE PORTAGE AND BRADY'S LEAP SERVICE PLAZAS

AGREEMENT TR-9C-4
Milepost 197.0, Portage County, Ohio

ISSUE DATE: July 19, 2012

<u>INQUIRY END DATE:</u> 5:00 P.M. (EDT), August 23, 2012

OPENING DATE: 2:00 P.M. (EDT), August 30, 2012

<u>ATTENTION OF RESPONDING OPERATORS IS DIRECTED TO:</u>

ANSWERS TO QUESTIONS RECEIVED THROUGH 12:00 P.M., AUGUST 20, 2012

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ANSWERS TO QUESTIONS RECEIVED THROUGH 12:00 P.M., AUGUST 20, 2012

- Q#10 Can you tell me if HMS Host intends to bid for Unit 4?
- A#10 The Commission makes no pre-determination of which companies will provide proposals in response to the RFP.
- Q#11 Whether HMS Host bids or not, is the commission looking for specific types of food concepts in unit 4 or just anything that is NOT Sbarro & Fresh Attractions?
- A#11 The Commission strongly recommends potential respondents conduct a detailed review of the RFP and a site evaluation. Please give special attention to Part 3, Paragraphs A & E of the RFP, and propose concepts that, in your best estimation, would be the most enticing to the Turnpike users and forms the greatest earning potential for the Operator and the Commission.
- Q#12 I'm requesting the opportunity to view, in person, the following documents; Most recent bid results for the Food Concession Operations in Units 1-5 at Portage and Brady's Leap Service plazas located at milepost 197. Bid results for all of the Food Concession Operations at the newly constructed Mahoning Valley & Glacier Hills Service Plazas at milepost 237.
- A#12 The results to which the question refers are the Operator Agreements and they are not formed on the basis of bids, rather they are awarded based on responses to RFPs such as the one that is the subject of this solicitation. Therefore, there are no "bid results." However, the Commission has supplied copies herewith of the Form Agreements with the Operators at both Portage and Brady's Leap, Units 1, 3, 4 and 5 and also the yetto-open Mahoning Valley and Glacier Hills Services Plazas. These documents contain the revenue sharing percentages for the agreed upon concepts for the various units
- Q#13 What are the annual number of vehicles per plaza. Or number of visitors per plaza.
- A#13 The Commission does not track vehicles or visitors per Service Plaza A monthly summary of vehicles traveling the Turnpike is provided in the RFP Exhibit containing statistics for traffic counts and sales of food, gasoline, diesel fuel, etc. on the Ohio

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Turnpike at all the Service Plazas. As stated, such data is not part of the RFP and is merely provided for informational purposes. The information contained in these documents is believed to be accurate, however, Responding Operators are solely responsible for whatever significance they attach to the information contained therein and any reliance placed thereon.

Q#14 Reason that Au Bon Pain is no longer operating.

A#14 The term for the Agreement with the previous Operator of Unit 4 expired in June 2012. The Operator gave notice of its intent not to extend the Agreement.

The Commission entered into a month-to-month operating agreement with HMS Host to provide service through the peak 2012 travel season and until such time as the RFP process could be conducted, and a long term agreement awarded and executed for Unit 4

Q#15. Can you give square footage of Units 1, 2, & 3.

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A#15 Unit 1 is 804 sq. ft
Unit 2 is 748 sq. ft
Unit 3 is 985 sq. ft
Unit 4 is 3,370 sq ft. (subject of this RFP)
Unit 5 is 1,041 sq ft.
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