



City of San Antonio

ADDENDUM I

SUBJECT: Request for Proposals for River Barge Concession Services, (RFP 17-001), Scheduled to Close: Friday, January 6, 2017; Date of Issue: Tuesday, October 4, 2016

FROM: Denise D. Gallegos, C.P.M., CPPB
Procurement Administrator

DATE: October 27, 2016

THIS NOTICE SHALL SERVE AS ADDENDUM NO. I - TO THE ABOVE REFERENCED REQUEST FOR PROPOSALS

THE ABOVE MENTIONED REQUEST FOR PROPOSALS IS HEREBY AMENDED AS FOLLOWS:

1. **Add:** Pre-Submittal Conference SBEDA Presentation, this document will be posted as a separate file.
2. **Add:** Pre-Submittal Conference and Site Tour Sign-In Sheets, these documents will be posted as separate files.

QUESTIONS SUBMITTED IN ACCORDANCE WITH SECTION 007, PRE-SUBMITTAL CONFERENCE:

On Monday, October 17, 2016, the City of San Antonio hosted a Pre-Submittal Conference to provide information and clarification for the River Barge Concession Services Request for Proposals. Below is a list of questions that were asked at the pre-submittal conference. The City's official response to questions asked is as follows:

- Question 1: Could the City provide examples of what innovative ideas and new technologies that it is looking for?
Response: The City is requesting that Respondents present innovative ideas pertaining to, but not limited to, marketing, operations, and programming.
- Question 2: The RFP requests a minimum of 52% of adjusted gross sales to be paid to City. Can the Respondent submit a percentage lower than 52%? And is that percentage fixed or is it negotiable?
Response: The minimum acceptable percentage payment to City of 52% of adjusted gross sales of barge tours, charters, and taxis is not negotiable.
- Question 3: Does river taxi program connect street level shuttle service to river taxi service? And, does operator have to provide street level service?
Response: Operator will be responsible for river taxi service, not street level shuttle services.
- Question 4: Section 13, Page 17 of RFP states the City may award one, more than one, or no contracts as a result of this RFP. Can a Respondent submit for a particular service in the RFP (and not all services requested) and be awarded for just that service or be deemed non-responsive (i.e. technology/innovative service)?
Response: Respondents must propose offering all services requested in RFP.
- Question 5: May a Respondent join with other Respondents with different service expertise and submit a joint venture proposal?
Response: Yes.

Question 6: The communication restriction stated on RFP began on RFP release date of October 4, 2016 and blackout period for making political contributions began October 18, 2016. Do these restrictions prohibit Respondents from discussing proposal with other Respondents?

Response: Potential Respondents may discuss the RFP with other potential Respondents. The Restrictions on Communication provision refers to the timeframe for which Respondents are restricted from communication with City officials and staff. The “black out” period provision refers to the timeframe for which Respondents are prohibited from making Campaign Contributions to City Officials.

Question 7: Respondents are restricted from photographing marinas. May a Respondent include photography in its proposal?

Response: Yes.

Question 8 : Are the seven (7) parking spaces provided to the operator at Nueva St. Marina available 24 hours, seven 7 days a week?

Response: Yes.

Question 9: What is the max barge occupancy at both marinas?

Response: At present, the Nueva Street Marina and International Center Marina accommodate the following:

	Nueva St. Marina	International Center Marina	Total
Barge Operator:			
Tour/Charter/Taxi	26	14	40
Maintenance	3	0	3
City:			
Maintenance	10	8	18
Prototype	1	0	1
Park Police:			
Patrol	3	2	5
Paseo del Rio Association:	0	13	21*
Total	43	37	88*
*PDRA stores an additional eight barges offsite on private property			

Space is available for 4 additional barges at the marinas, 2 at each marina.

Question 10: How many spaces are allotted to Paseo del Rio Association, the City, and Park Police at each marina?

Response: See Response to #9.

Question 11: Is the prototype inspection and barge ride separate from the marina tour?

Response: Yes.

Question 12: Are the dimensions of the new barge the same as the Rio San Antonio Cruises barge currently in use?

Response: No, the new barge is 27 ft. x 9 ft. with a three-inch bumper around the circumference of the barge, making the dimensions 27 ft. 6 in. x 9 ft. 6 in.

Question 13: Is making cosmetic repairs to the new fleet the responsibility of the City?

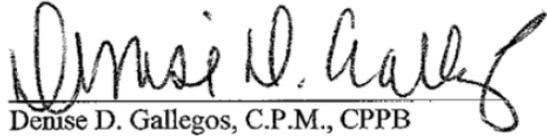
Response: No, the operator is responsible for making all repairs to the barges.

- Question 14: How many points does a team receive for having a representative attend the pre-submittal conference on Oct. 17?
 Response: Attending the pre-submittal conference does not award a Respondent any points in regards to the evaluation criteria in Section 012 of the RFP. Attending the pre-submittal conference will help a Respondent if they are unable meet the 16% Minority and/or Women-Owned (M/WBE) subcontracting goal applied under the SBEDA Program and submits a Subcontracting Goal – Waiver form. The five (5) points for attending the pre-submittal conference are part of the scoring process of the Subcontracting Goal-Waiver form, to evaluate the Respondent’s good faith effort to obtain a passing score of 70.
- Question 15: The schedule to take a barge ride and/or inspection is when?
 Response: There is a 2-week schedule beginning October 24, 2016 and ending November 4, 2016 where potential Respondents can schedule a ride and inspection, for up to two (2) hour access, of the barge prototype from the available times of 8:00 a.m. – 12:00 p.m. The deadline to request an inspection/ride is Monday, October 31, 2016 at 4:00 pm, local time. Inspections and rides will be scheduled on a first come, first serve basis. The City will endeavor to accommodate any/all inspection and/or ride requests received by the deadline.

QUESTIONS SUBMITTED IN ACCORDANCE WITH SECTION 011, RESTRICTIONS OF COMMUNICATION:

- Question 16: As a small business (service-disabled veteran, MBE, and DBE), I would probably need to join a general contractor’s team. How can I have access to information regarding interested parties to this RFP?
 Response: We encourage you to attend the pre-submittal conference to see of any opportunities for networking and who may be interested in submitting a response.
- In addition, please contact the Small Business Office point of contact, Shuchi Nagpal at 210.207.1001 or at shuchi.nagpal@sanantonio.gov. SBO may have networking ability through the City’s Central Vendor Registry (CVR) that can be of further assistance. Also, sign in sheets from the Pre-Submittal Conference and Site Tour is available through this addendum with vendor information.
- Question 17: Section 004 of the RFP identifies multiple workspaces that will be available for use by successful Respondent – is additional office space available via the RFP?
 Response: No.
- Question 18: When did the marina at 202 E. Nueva begin operating?
 Response: 1988.
- Question 19: Will the prototype barge fit within the paint booth in the marina at 202 E. Nueva?
 Response: Yes.
- Question 20: Is it ok to take photos of the prototype barge when it is operating on the river and not inside a marina?
 Response: Yes.
- Question 21: Is there a pontoon under the barge?
 Response: No.
- Question 22: Is the length and width changing from the prototype barge to the newly constructed barges?
 Response: At present, there are no plans to change the dimensions of the prototype barge.
- Question 23: Will all the newly anticipated barges be battery-operated?
 Response: Yes.
- Question 24: Are all the newly constructed barges going to be the same color?
 Response: No. The metal “papel picado” panels on each new barge will be one of six colors.

- Question 25: Are these new barges Coast Guard inspected?
 Response: A marine architect consulted on the design of the new barge. The design is compliant with all applicable federal, state and local regulations for the manufacture of boats to be used with commercial passengers. All motorized boats in the State of Texas must be registered with the Texas Parks & Wildlife Department. The U.S. Coast Guard has confirmed the waterway is not deemed to be navigable in line with regulatory requirements that would require a Coast Guard inspection of the vessels.
- Question 26: Is there currently mobile ticketing with the current operator?
 Response: Customers may purchase tickets online and pick them up at one of the ticket booths or have tickets sent to them.
- Question 27: Regarding the River Walk, how much input does the operator have with the City for creativity with operations, ideas, etc.?
 Response: The City may consult with barge operator regarding River Walk alterations; City makes final determination on any improvements or decorations on the River Walk.
- Question 28: How long has the City been utilizing the current Rio San Antonio Cruise barges for their services?
 Response: Rio San Antonio Cruises began operations in October 7, 2002 and has contractual rights to continue barge operations until September 30, 2017.
- Question 29: Who determines catering for the barges?
 Response: Customers choose caterers for their dinner charter experiences.
- Question 30: Does the current operator have a smartphone app used to purchase tickets?
 Response: No.
- Question 31: May dogs ride the barge with their owner?
 Response: Current operator only allows service dogs on barges.



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Date _____

Company Name _____

Address _____

City/State/Zip Code _____

 Signature