



## City of San Antonio

### ADDENDUM XI

**SUBJECT:** Request for Qualifications (RFQ) for Catering and Concessions for the Convention Center (RFQ 014-007) Scheduled to Open: January 26, 2015; Date of Issue: May 21, 2014

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

**DATE:** January 14, 2015

**THIS NOTICE SHALL SERVE AS ADDENDUM NO. XI TO THE ABOVE REFERENCED REQUEST FOR QUALIFICATIONS**

**THE ABOVE MENTIONED REQUEST FOR QUALIFICATIONS IS HEREBY AMENDED AS FOLLOWS:**

1. **Replace:** Exhibit 8 Historical Financial Information with the Revised Exhibit 8 Historical Financial Information (FY 2013-2014 has been updated through September 2014)

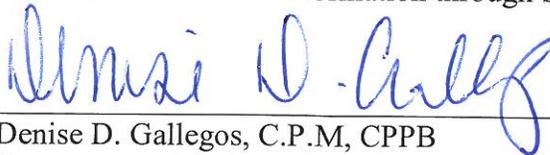
**QUESTIONS SUBMITTED IN ACCORDANCE WITH RFQ SECTION 011 RESTRICTIONS ON COMMUNICATION:**

**Question 1:** Can you please clarify how we match up what we include in the JV agreement regarding the scope of work?

**Response:** Respondents should list what particular type of work (out of the entire contract scope of work) that each partner entity is responsible for performing, managing and controlling, as well as the percentage of the contract scope of work that each partner entity's responsible performance will represent. In addition, Respondent joint venture agreements should not conflict with information provided by Respondents in Attachment J.

**Question 2:** As the Center's fiscal 2014 has come to a close and the new start of services date is Jan 1, 2016 would the city please provide the following updates to Exhibits 6, 7 and 8. Exhibit 6: Should we project these numbers based on January - September 2016 as the incumbent will be serving the account in the city's first fiscal quarter? Exhibit 7: Therefore, will the city amend its expectations for the projected pro forma to 2016-2017 (Jan - September), 2017 - 2018 and 2018-2019? Exhibit 8: As Fiscal Year 2014 has come to a close; please provide updated sales and commission figures along with sales by event type as noted in this exhibit.

**Response:** Yes, Exhibit 6 should be completed for the remainder of the fiscal year FY 2015-2016 (9 months) from the revised contract commencement date, or January 2016 – September 2016. FY 2015-2016 on Exhibit 7 should still reflect respondent's values from Exhibit 6, which will be a partial fiscal year for FY 2015-2016. There is no change to FY 2016-2017 or 2017-2018 on Exhibit 7. See Revised Exhibit 8 Historical Financial Information for updated FY 2013-2014 financial information through September 2014.



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