

METROPOLITAN PIER AND EXPOSITION AUTHORITY



REQUEST FOR QUALIFICATIONS (RFQ) #2021-07-M McCORMICK PLACE CONVENTION CENTER FOOD SERVICE MANAGEMENT

ADDENDUM NO. 2

June 21, 2021

This Addendum No. 2 consists of two (2) pages and has the following information to be incorporated into the Request for Qualifications. Proposers must acknowledge receipt of this Addendum No. 2 in their RFQ submittal in Required Form A, Form of Transmittal Letter.

REMINDER: All communications regarding the RFQ/RFP for food service must ONLY with MPEA Procurement, mpeaprourement@mpea.com.

All respondents, subcontractors, and their employees may not contact any MPEA employees (other than designated personnel re the RFQ/RFP), or MPEA Board members regarding this procurement. Violation of this prohibition on communications/lobbying may disqualify the proposer's firm and/or lead to disbarment of the entire firm or individual from doing business with MPEA. This prohibition includes a ban on any gifts to MPEA employees and Board members, regardless of value.

Item #1: Proposers' questions and/or requests and the MPEA's responses are provided below.

	Proposer's Question:	MPEA's Response:
1	Can you please describe the use of "Authority Contracted Retail Food Licensees" in Section III, Scope? (i.e. How much business do they do, what are the terms of their agreements, are they restricted in use of Manager's facilities and equipment?)	The Authority will provide further detail regarding the opportunities for contracted retail food outlets in the RFP.
2	Page 9 of the RFQ states: "For each engagement comparable in scope and complexity to the MPC, the Proposer must submit at a minimum: The executed contract and any amendments (if these are not available, provide a contact who the MPEA may contact). Indicate any necessary redactions." Can you please clarify what is meant by "not available"? Is it ok to submit contact info for comparable facilities and not submit the (redacted) contracts themselves?	"Not available" may mean, if the proposer is prohibited by law or contract from sharing the document. MPEA would prefer a redacted agreement.
3	Page 9 of the RFQ also asks respondents to provide a "description of experience with labor unions in a convention center and arena." May we please provide a list of unions at our convention centers as the "description"?	No. MPEA is seeking insight into proposer's experience and capability negotiating and managing CBAs.
4	On Page 9 of the RFQ, can you please clarify if each of the bullets under "For each engagement comparable in scope and complexity to the MPC, the Proposer must submit at a minimum..." are correct? Would a respondent's overarching approach be sufficient in response to certain bullets or does each bullet require a specific response as it relates to each reference (i.e.	For clarity, proposer should seek to answer each item specifically.

	Sustainability programs for respondent versus sustainability programs for each respondent reference)?	
5	Within Required Form C of the RFQ, it asks: “ <i>Has Proposer ever refused to sign a contract? At the original price?</i> ” Would it be possible to please rephrase the question? Are you asking whether, after being awarded a contract, the Proposer failed to enter into an agreement on the proposed financial terms?	Correct. The question is whether Proposer has failed to honor negotiated price/compensation terms on any past contracts.
6	Can you please clarify the information request for Submission Form F? The form states: “ <i>The current Manager is paid a base fee and an incentive fee as described in the Management Agreement between Savor and MPEA. Proposer’s to this RFQ are requested to propose alternative compensation models for consideration.</i> ” Should Proposers provide an overview of potential deal structures?	Yes.
7	For each of the proposers References submitted, the is a request for three references from each entity, are those references to be contracting agency contacts, customers, or other stakeholders of the entity?	One or more should be from the contracting agency.
8	For Annual budgets, actual annual financial results, variances between actual and budget, and annual operational performance achievements including audits noted, which years are requested?	The three (3) most recent years.
9	Samples of Operational Policies, HACCP, Event Management, Accounting Systems, and other programs which are similar in nature and scope from location to location, is it the request of the RFQ examples from each of the comparable locations noted in the experience section?	Examples should be provided for the most comparable account.