

**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**

**INQUIRY END DATE:**  
**5:00 P.M. (EDT), August 23, 2012**

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

**ATTENTION OF RESPONDING OPERATORS IS DIRECTED TO:**

**ANSWERS TO QUESTIONS RECEIVED THROUGH 5:00 P.M., AUGUST 9, 2012**

**ANSWERS TO QUESTIONS RECEIVED THROUGH 5:00 P.M., AUGUST 9, 2012**

**Q#1 What are the total CAM charges for the past three years at the Portage and Brady's Leap Service Plazas? Would you also be able to provide an estimate of the total CAM charges for 2012 and 2013?**

*A#1 See attached for historical CAM Charges. The Commission is unable to provide estimates All CAM Charges are based on actual costs*

**Q#2 Can you advise what services are either currently being provided or will be provided at Units 1, 2, and 3 within these two facilities?**

*A#2 Units 1 & 2 are occupied by Starbucks that is operated by HMS Host. Unit 3 is occupied by McDonald's that is operated by the McDonalds Corporation Unit 5 is occupied by Travel Mart that is operated by HMS Host.*

**Q#3 Who owns the walk-in coolers in the basement that coincide with Unit 4?**

*A#3 The current operator of Unit 4, HMS Host, owns the walk-in coolers in the basement Please see PART 3, Paragraph AA on page 39 of the RFP, which provides in part that "All movable and unmovable items furnished by the Operator shall remain the property and responsibility of the Operator. The Commission, its successors and assigns, shall have the option, however, to purchase any or all of the items furnished pursuant to this section at the end of this Contract, including extensions thereof."*

**Q#4 Is pricing the same at all Ohio Turnpike Plaza locations for like branded food operations? (i.e. is the pricing the same at all McDonalds on the Ohio Turnpike)**

*A#4 There is no specific requirement that pricing must be the same for like branded food operations However, there are specific requirements as to the maximum allowable prices based on operating hours and a price survey of comparable off-Turnpike operations. Please see of PART 3, Paragraph H on page 19 of the RFP, which provides in part that the "Selected Operator agrees that the prices of food and beverage items that it offers for sale shall be no higher than ten percent (10%) above the prices for food and beverage items and combinations thereof being sold at the same or similar Food Concepts located off the Turnpike at the nearest Turnpike interchanges and/or those deemed comparable by the Commission. In consideration for operating twenty-four (24) hours a day, seven (7) days a week, the Selected Operator will be permitted to charge prices up to fifteen percent (15%) over comparable restaurants as determined by a survey "*

**Q#5 When are the contracts up for Units 1,2,3 & 5?**

*Q#5 The Contract to operate Units 1,2 & 5 had an original term of seven (7) years expiring on May 31, 2008 with five (5) possible five (5) year renewal terms available. The contract for Units 1, 2 & 5 is currently in its first renewal period, expiring in May of 2013*

*The contract to operate Unit 3 had an original term of seven (7) years expiring May 31, 2008 with five (5) possible three (3) year renewal terms available. The contract for Unit 3 is currently in its second extension expiring May of 2014.*

*The Commission may exercise its option to renew any Food and Retail Concession contracts for additional terms by approving an Operator's timely written notice of its intent to renew*

**Q#6 Can we get CAD files for the two service plaza locations that are being bid?**

*A#6 The Selected Operator may receive CAD files for Unit 4 Until an operator is selected, only pdf drawings are available*

**Q#7 What is being replaced in this RFP? All units or only the units in Location 4? If only #4, what is currently in that spot?**

*A#7 The Commission is only seeking proposals to operate Unit 4 under this RFP. See PART 3, Paragraph A of the RFP. Current operations in Unit 4 consist of "Sbarro's" and "Fresh Attractions," which is a proprietary brand functioning as a short term solution to replace the "Au Bon Pain" that previously operated in the space.*

**Q#8 Will this RFP constitute a change/location for both the Eastbound and Westbound sides?**

*A#8 The Commission is soliciting Proposals for one (1) Operator to operate Unit 4 in the pair of Service Plazas located across from one another, serving Westbound and Eastbound traffic on the Ohio Turnpike. The Service Plazas are referred to as the Portage (Westbound) and Brady's Leap (Eastbound) Service Plazas, and the pair is located in the vicinity of Milepost 197 0 in Portage County, Ohio See PART 3, Paragraph A of the RFP*

**Q#9 Who currently operates this space? Is it one operator for the space or one that manages the entire food area?**

*A#9 See Responses to Q#2 and Q#3.*

**Common Area Maintenance Charge Summary; Unit 4 Portage and Brady's Leap Service Plazas**

Month	2008		2009		2010		2011		2012	
	Brady's Leap	Portage	Brady's Leap	Portage	Brady's Leap	Portage	Brady's Leap	Portage	Brady's Leap	Portage
Jan	\$5,144.02	\$4,898.69	\$5,044.47	\$4,903.61	\$5,178.12	\$5,016.52	\$4,841.00	\$5,180.33	\$4,873.08	\$4,562.71
Feb	\$8,169.10	\$8,027.63	\$7,941.52	\$7,721.61	\$7,838.06	\$7,713.52	\$9,056.29	\$8,477.21	\$7,424.49	\$7,158.52
Mar	\$5,084.81	\$4,945.37	\$4,710.45	\$4,612.58	\$5,018.61	\$4,857.13	\$5,000.68	\$4,552.80	\$4,582.58	\$4,475.85
Apr	\$4,809.04	\$4,653.62	\$4,767.95	\$4,647.97	\$5,054.31	\$4,800.59	\$4,893.96	\$4,491.98	\$4,568.18	\$4,244.36
May	\$7,655.09	\$7,482.68	\$7,039.98	\$6,984.49	\$8,449.15	\$8,102.58	\$9,249.01	\$9,083.69	\$5,746.71	\$5,528.48
Jun	\$4,999.10	\$4,773.24	\$5,089.98	\$4,766.00	\$5,088.11	\$4,736.87	\$4,794.96	\$4,526.78	\$2,562.05	\$2,487.41
Jul	\$4,926.72	\$4,869.65	\$5,064.78	\$4,882.00	\$5,354.73	\$5,175.90	\$5,179.85	\$5,365.28		
Aug	\$8,680.33	\$8,628.68	\$8,102.63	\$7,970.35	\$9,840.26	\$9,576.90	\$10,819.21	\$11,271.19		
Sep	\$4,963.04	\$4,829.27	\$5,057.88	\$4,882.81	\$5,285.10	\$5,078.83	\$4,926.17	\$4,932.01		
Oct	\$4,807.49	\$4,640.25	\$5,024.98	\$4,882.60	\$5,197.03	\$5,061.07	\$4,669.69	\$4,781.13		
Nov	\$8,076.82	\$8,058.99	\$4,724.91	\$4,499.53	\$5,002.14	\$4,937.85	\$8,579.53	\$8,661.02		
Dec	\$4,970.34	\$4,952.04	\$9,306.87	\$9,280.68	\$8,893.75	\$8,770.07	\$4,824.56	\$4,669.97		
<b>Total</b>	<b>\$72,285.90</b>	<b>\$70,760.11</b>	<b>\$71,876.40</b>	<b>\$70,034.23</b>	<b>\$76,199.37</b>	<b>\$73,827.83</b>	<b>\$76,834.91</b>	<b>\$75,993.39</b>	<b>\$29,757.09*</b>	<b>\$28,457.33*</b>

\* Only figures for the first half of 2012 are currently available.