



CLARK COUNTY

RFP #790

CLARK COUNTY FAIR and EVENT CENTER ALCOHOL and BEVERAGE SERVICE PROVIDER

QUESTIONS and ANSWERS

UPDATED: DECEMBER 17, 2020

	QUESTION	ANSWER
1.	Is Attachment D : Qualifications, a requirement of the RFP submittal?	Yes, all requested documents must be submitted with your proposal to be considered responsive.
2.	Under the section 'Respondents Capabilities': You ask for 'Financial proposal'. Please be specific what you want here. I ask because you then ask for capital investment. And under proposed cost, you ask for a proposal for revenue sharing.	What we are looking for is what revenue percentage sharing you are willing to propose after you factor in your overhead, product, labor, etc. The capital investment portion would be any type of equipment you have on hand or willing to invest in in order to perform the service. Together those are part of your financial proposal.
3.	Under Clark County Fair guidelines, is the provider required to charge the same retail pricing for all groups, or can pricing be established for each group independently, i.e. drink pricing, food, etc..	The provider is not required to charge the same retail pricing for all groups.
4.	So, based on your answer to #1 question, what is the difference between that and #6 Proposed Cost? Both are dealing with revenue sharing??	If Revenue Sharing is covered in detail in the Financial Proposal and the Proposed Cost sections there would be duplication. We specifically called Revenue sharing out in the Proposed Cost section to ensure it was addressed by the respondents.
5.	Part II, section IIC appears to be the extent of the Proposal we are submitting, with Attachment A as the cover, correct?	Yes, that is correct.
6.	Attachment C must be included also, correct?	Yes, that is correct.
7.	Attachment D. Assume it is included, however, are the Items under 'A' to be submitted as part of the overall proposal? They are not specifically listed under Section IIC.	Yes, these are the documents required as part of that attachment to be included in your overall proposal.
8.	Same with documents in Attachment D, under 'K'?	Yes, that is correct.
9.	Attachment A: Do you have that as a 'fillable' document under a pdf, or word document that you could send. Or, I can just format a new one. Ditto with other attachments, i.e. 'D'	Yes, you may format a new one.

10.	Assume I do not need Attachment B since already on the list.?	You do need to fill out and attach Attachment B.
11.	<p>Attachment D It appears this is written for a large company?</p> <ul style="list-style-type: none"> 'A' You are using the term 'Agency'. Assume synonymous with 'Business'? 	Yes, it is synonymous with Business
12.	<ul style="list-style-type: none"> 'A' Adopted by Board of Directors? Assume means Owner. 	Yes, that means Owner if there is no Board of Directors.
13.	<ul style="list-style-type: none"> 'H' Do you want a list how we do the books? Who is responsible for which activity, i.e. invoices, payroll, financial statement, etc.. 	Yes, that would be sufficient.
14.	<ul style="list-style-type: none"> 'J'. Please explain this in more detail. 	If this is the only Fairgrounds/Event Center you would be performing these services for then there is not a concern that you would be charging the FSMG more for the same services you are charging any other individual. If you are providing the same services to other individuals then the requested guarantee would be applicable.
15.	<ul style="list-style-type: none"> 'K'. I assume this is for any current business operated? Is it reasonable that you are just trying to review the financial position of the operator you may choose and want to ensure they are liquid enough to take this on? Statement of Activities- define this? Statement of Financial position- Balance sheet? 	Yes, that is a reasonable assumption. What is being asked for is documentation to ensure the successful bidder is in a sound enough financial position to take this on and perform the services. Some of that information might be in equivalent documents or not available, such as the Notes to Financial Statements. Yes, Balance Sheet.