

Date: August 20, 2021
To: Prospective Proposers
From: City of Cleveland, Department of Port Control
Subject: Addendum No. 1 to Request for Proposal – NCH Parking Operations and Management Services

Please be advised that the City of Cleveland, through its Director of the Department of Port Control (“Department”), hereby publishes Addendum No. 1 to the Request for Proposal – NCH Parking Operations and Management Services, dated July 28, 2021.

This addendum serves as the response to all inquiries received prior to the question deadline date of August 16, 2021.

PROPOSAL SUBMITTAL DEADLINE: Thursday, September 2, 2021 4 p.m.

INQUIRIES

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| 1. | Question | Is the landscaping expense reimbursable? |
| | Answer | Yes |
| 2. | Question | Who sets the parking rates? |
| | Answer | Any changes to the current rate structure would need to be approved by the City’s Board of Control (“BOC”) |
| 3. | Question | Will the selected operator manage the Pay by Phone program? |
| | Answer | Yes. We would like a pay by phone option, but it does not have to be the same payment platform. |
| 4. | Question | Confirm that when submitting electronically, hard copies are not required. |
| | Answer | Correct. If you submit your proposal electronically, you do not need to submit hard copies. |
| 5. | Question | During peak season, will Pier and Marginal stay on the do not rent list (unless Neuvo, Goodtime and Marginal all agree to rent for a specific event and approved by the City of Cleveland)? |
| | Answer | We envision this policy remaining in place for the near future. |
| 6. | Question | Want to confirm that all rates, are set and controlled, by the Board of Control? |
| | Answer | Confirmed |
| 7. | Question | Will there be any changes to the current rates? |
| | Answer | They could change, subject to BOC approval, if there is a solid economic justification, for an increase, or decrease. |
| 8. | Question | Are event rates capped, at \$50, with the continued assumption that we should never have the highest event rate? |

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| | Answer | An increase over \$50.00 would need BOC approval. See the answer, to question #3, for the criteria for an increase. |
| 9. | Question | Will security be needed for all Browns games, concert and other large events? |
| | Answer | To be determined, by the parking operator, if deemed appropriate to secure the property. |
| 10. | Question | Will tailgating continued to be allowed? If so, are there hours for lot clean-up post event? |
| | Answer | The management company is expected to follow all City laws, and ordinances, with respecte to tailgating. The selected company will need to determine when the lots should close/be cleared to provide sufficient time for cleaning. |
| 11. | Question | Is there any type of maintenance staff and how many hours a week? |
| | Answer | The City expects all lots to be maintained in good and working order. The selected company must determine the staffing levels required to meet this objective. |
| 12. | Question | Will peak season rates continue to run from 4/15 through 11/14? |
| | Answer | Most likely. |
| 13. | Question | Will the proposed attendant schedule still run with 9 hours./day during the off season and 12-16 hours/day during peak season? |
| | Answer | The selected company must determine the staffing levels required, to manage the lots, based on the season, activity level and what labor is necessary, to fulfill the responsibilities, and goals, outlined in the RFP's scope of service. |
| 14. | Question | Will there still be a second attendant for Goodtime peak hours on the weekend? |
| | Answer | See answer to question 13 |
| 15. | Question | Will Goodtime and Neuvo still be permitted to have permits at the Pier during the off-season at the \$35/month rate? |
| | Answer | Most likely. |
| 16. | Question | Will the continuous paver repair cost be approximately \$20,000 per year with monthly checks during the off-season and weekly checks during peak season? |
| | Answer | The City expects all lots to be maintained in good and working order. We expect pavement repair to be an ongoing cost. However, the City will not speculate on future repair costs. |
| 17. | Question | Will the annual landscaping cost be approximately \$5,000 yearly? |
| | Answer | The City will not speculate on future landscaping costs. |
| 18. | Question | Confirming that motorcycle off-duty CPD security will be approximately 16 hours/week, May through September? |
| | Answer | Likely to continue. Specific hours will be determined, by the parking management company and the City, as deemed appropriate, to secure and safely operated the property. |
| 19. | Question | During Browns Pre-season games, will Goodtime cruise patrons be allowed to park at the Pier via the POF machines for the \$17 rate compared to event rate at entry? |
| | Answer | Most likely, will be determined on an event- by- event basis. |
| 20. | Question | Will the Browns continue to rent the lot for all Browns games as well as other large events that take place at First Energy Stadium? If this is true: a. Who will the contract be through for the rental? |

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| | | b. Who determines the price per space for the rental? c. Do the Browns pay the provider or the City of Cleveland directly? |
| | Answer | Most likely, in some capacity. The rates and agreement structure are subject to future negotiation. |
| 21. | Question | Are there any valet companies that have a contract to use the Port? If so, are they excluded from using the lot during Browns games and other events with prior notice? |
| | Answer | Yes, but they are excluded from using the lots during major special events. |
| 22. | Question | What is the \$1.4 million annual break down of revenue between the three parking lots? |
| | Answer | 2019 Gross Revenue Breakdown : Approximately 44% from Pier, 30% North Marginal and 26% First Energy Stadium. |
| 23. | Question | Is there monthly parking revenue on all three parking lots? |
| | Answer | Yes. It is minimal. |
| 24. | Question | Is there any expense data for each parking lot? |
| | Answer | The City does not intend to share the data until a Management company is selected. We wish, for the respondents, to independently assess and project the costs, to meet the requirements, of the scope. |
| 25. | Question | On page 5, under “Facility Locations” there is reference to “Valet”, what is the source of this revenue and how much is it? |
| | Answer | The Valet service is provided, by an independent third party, hired by Nuevo. They have a license agreement, with the current parking operator, to use spaces, at the FirstEnergy Lot. |
| 26. | Question | On page 9, under section 3.1 item a, there is reference to “shuttle service”, who provides that service and is there an associated cost that needs to be budgeted? |
| | Answer | This service will most likely not be required. If it is required, the management company is expected to provide the shuttle and will be reimbursed for the appropriate expenses. |
| 27. | Question | Is the successful proposer responsible for budgeting security services? If so, what is the projected annual cost of that expense? |
| | Answer | Yes, The City expects the selected parking management company to recommend the appropriate staffing levels, to secure the lots, based on usage, type of event, traffic volume, parking product, etc. and to project the cost to implement said recommendation. |