



ACKNOWLEDGEMENT

REGARDING

ERIE CANAL HARBOR DEVELOPMENT CORPORATION'S

**Buffalo Outer Harbor Events &
Concessions Management RFP**

ADDENDUM #1

Date: June 11, 2020

Please Sign and Return this sheet with your proposal, as receipt verification of Addendum No. 1 for the above referenced project.

Received By: _____
(print name) (signature)

Company Name:

Date: _____

Erie Canal Harbor Development Corporation
Request for Proposals: Buffalo Outer Harbor Events & Concessions Management

Addendum 1: Q&A

Date: June 11, 2020

This Addendum will form part of the Request for Proposals and is to be read, interpreted and coordinated with all other parts. To acknowledge receipt of this Addendum, Respondents must follow the instructions on the acknowledgement form (page 1).

Q1: Page 27 of the RFP lists an overall Minority and Women-Owned Business Enterprise (MWBE) participation goal of 5% (based on the current availability of MBEs and WBEs). Can you further explain what that means?

A1: The establishment of a goal of 5% is based on local availability of NYS Certified MWBE businesses working in eligible service categories. For example, if the Operator spends \$100,000 on services related to holding events (i.e. stage rental, food vendors, janitorial/clean-up services, beverage distribution, security, etc) a minimum of \$5,000 should be applied to a NYS Certified MBE and/or WBE.

Q2: Is my company able to bid on just a portion of the Scope of Work?

A2: ECHDC is looking for responses to address the full Scope of Work but companies are encouraged to join teams as needed to accomplish that. To that point, attached is a list of firms that have viewed this RFP.

Q3: Will the selected Concessionaire have input into the expansion of the beer garden at Wilkeson Pointe?

A3: Designs for the Wilkeson Pointe beer garden are currently being finalized, but were developed with input from several groups, including landscape architects, the SLA and the current Operator. If there is still an opportunity for design changes when an Operator is selected, ECHDC will try to incorporate their feedback to every extent possible. Interested bidders who would like to see a drawing of the expansion may request it from ECHDC via email: jill.clark@esd.ny.gov

Q4: When is the construction at Wilkeson Pointe scheduled to begin and end?

A4: It is currently scheduled to be under construction from Spring 2021 – Spring 2022. Keep in mind that timelines and schedules may shift due to the COVID pandemic.

Q5: Are talent fees the responsibility of the concessionaire for concert series?

A5: Yes, all expenses are the responsibility of the Operator.

Q6: What role does the Our Outer Harbor Coalition play in planning of events or the selection of the Events & Concessions Manager?

A6: While ECHDC works closely with Our Outer Harbor Coalition to keep them informed of improvements being done along the Outer Harbor, they play no role in event planning or the selection of this Operator.

Q7: When does the Queen City Bike Ferry contract expire and is the management of this vendor the responsibility of the concessionaire?

A7: That is a contract that ECHDC manages directly and is not the responsibility of the Operator. However, as noted in the RFP, the QCBF landing on the Outer Harbor is part of the Managed Premises and is the responsibility of the selected Operator.

Q8: Can you provide active links to the Preferred Plan Presentation and Survey Results as mentioned on page 9 of the RFP?

A8: The links available at <https://buffalowaterfront.com/accessandactivation> are now all active, apologies for them being temporarily down.

Q9: There is a unique brand identity for Canalside. Are there plans, or an opportunity, to build a brand for Outer Harbor?

A9: Outer Harbor has a mark and brand identity that was developed as part of the Buffalo Waterfront umbrella brand development in 2019. Interested bidders can request a copy of the Buffalo Waterfront and Outer Harbor brand guide via email at jill.clark@esd.ny.gov. ECHDC is open to further build out of the Outer Harbor brand if an interested bidder would like to recommend it (i.e. naming the beer garden, building/kiosk/shipping container graphics).

Q10: Are you able to provide the previous and current licensing agreement?

A10: ECHDC can provide the agreement to shortlisted bidders who are selected for an oral presentation/interview.

Q11: Are you be able to provide the revenue history?

A11: ECHDC can provide that information to shortlisted bidders who are selected for an oral presentation/interview.



**Erie Canal Harbor
Development
Corporation**

Attachment: Interested Bidders List

<u>First Name</u>	<u>Last Name</u>	<u>Company</u>	<u>Address 1</u>	<u>Address 2</u>	<u>City</u>	<u>State</u>	<u>Zip</u>
Kellie	Adami	Dixon Schwabl	1595 Moseley Road		Victor	NY	14564
Danish	Adnan	Janoon Inc	35-64 81 street, APT6J		Jackson Heights	NY	11372
Nahu	Alula	Modernized Mobile LLC	747 SW 2nd Ave		Gainesville	FL	32601
Muhammad	Amir	Right Vision Private	184-P		Lahore	Punjab	54000
Vas	Appalaneni	Ardent Technologies, Inc.	6234 Far Hills Avenue		Dayton	OH	45459
Chiharu	Arai	S Plus	30 Cooper Square	3rd Fl.	New York	NY	10003
TYRONE	BARRINGTON	BARRINGTON MANAGEMENT ARTIST GROUP	P.O. BOX 1559		NEW YORK	NY	10113
Mikchael	Behan	Bokland Custom Visuals	122 Industrial park Rd		Albany	NY	12206
William	Beyer	W Beyer Creative	531 Watervliet Shaker Road		Latham	NY	12110
Shealine	Black	BlackStar Enterprises	3 Trotters Lane		Allendale	NJ	7401
Wendy	Blattner	Sequel Studio LLC	12 W. 27th Street 15th Floor		New York	NY	10001
Lorna	Blount	Jea Edman	708 3rd Ave New York		New York	NY	10017
Renzo	Bolivar	Lopez Negrete Communications	3336 Richmond Avenue, Suite 200		Houston	TX	77098
Noel	Brown	Artman Studio Design	264 Terrace Park		Rochester	NY	14619
John	Burch	EuBen Design	58 Columbia Avenue		ROCHESTER	NY	14619
Reagan	Burns	Lime Creative	215 Alexander Street		Rochester	NY	14607
info@evolutionsalesgroup.com	Burrell	evolution sales and distribution llc	47 Purdy Street		harrison	NY	10528
Alexander	Chadaev	Carefirst CDPAP, Corp	61-43 186 street		Fresh Meadows	NY	11365
john	cimperman	Barnstorm Events	540 mill road		east aurora	NY	14052
Christina	Codner	Rogue Salvage	PO BOX 32		Troy	NY	12182
Robert	Cohan	Atlas Painting and Sheeting Corp.	465 Creekside Drive		Amherst	NY	14228
Joe	Cole	Crickler Vending Company	3600 Commerce Parkway		Lancaster	NY	14086
Richard	Cropley	BurrellesLuce	130 Main Street		Presque Isle	ME	4769
Janice	Curatolo	hotelroomblocks.com	6615 WESTMINSTER DR		EAST AMHERST	NY	14051
JP	Das	School Wholesale Supplies LLC	2120 Donelson Pike Nashville, TN 37210		NASHVILLE	TN	37210
Anna	Denysenko	Deneeze	300 east 39st		New York	NY	10016
Bid	Desk	RFx Analyst	34231 Camino Capistrano	Suite 207	Dana Point	CA	92624
Robert	E	Student	1156 Shaw St		Toronto	ON	M6G 4B8
Mark	Edwards	Capture2	2820 Camino Del Rio South	Suite 200	San Diego	CA	92108
Amber	Falk	Vaughn West LLC.	535 East 14th Street	Suite MD	New York	NY	10009
Lauren	Fleshler	Easily Said & Done	401 E 84th Street	#5D	New York	NY	10028-6268
Lauren	Ford	Be Our Guest	1 Seymour Knox Plaza		Buffalo	NY	14202
Pamela	Forge	Forge Ahead Promotions Inc	PO Box 6		Silver Creek	NY	14136-0006
Dennis	Franczak	Fuseideas	8 Winchester Place	Suite 303	Winchester	MA	1890
Kanchana	Galketiya	Verve Concepts	450 Lexington Avenue	4th Floor	New York	NY	10017
santino	gance	gance's complete catering	602 old front street		binghamton	NY	13905
Ruchika	Ganekar	Construction	Andheri West		Mumbai	NY	400061
Sandra	Garcia	Encounter Marketing and Public Relations Inc	206 W 148th St Apt 5Q		New York	NY	10039-3130
MariLuz	Genao	Mar & Luz, LLC	1015 North Fulton Ave		Lindenhurst	NY	11757
Cheryl	Gentry	Glow Global Events	575 Fifth Avenue	14th Floor	New York	NY	10017
Susan	Green	Paperkite	175 Main Street		Cooperstown	NY	13326
Eeman	Haq	Tera Textile	56 Prince Ave		Freeport	NY	11520
John	Heaney	Media Stream	20 Drawbridge Drive		Albany	NY	12203
jessica	Herrera	Better Solutions Media	157 Washington Ave		Kingston	NY	12401
Naomi	Hills	Global Concentrate	65 Harristown Road		Glen Rock	NJ	7452
Heli	Howe	Sunbelt Rentals, Inc.	524 Grand Blvd.		Westbury	NY	11590
Dan	Humpartzoomian	Design Department, Inc.	2495 Main Street	Suite 410	Buffalo	NY	14214
Asif	Ismail	Spark Global Marketring	177 25th Street		Troy	NY	12180
Shehzadali	Ismaily	Kore Marketing Agency	2316 Delaware Ave #346		Buffalo	NY	14216

Kelly	Jacobs-Smith	TTWN	1203 Troy-Schenectady Road		Latham	NY	12110
Mark	Jefferson	Xquisite Coffee Plantation LLC	12 Steven DR	Unit 10	Ossining	NY	10562
Eric	Johnson	North America Procurement Council Inc., PBC	PO Box 40445		Grand Junction	CO	81504
Kim	Jones	Prime Vendor Inc.	4622 Cedar Avenue	N/A	Wilmington	NC	28403
Rye	Jones	Allot, Inc.	18 Valley St		San Francisco	CA	94110
Neil	Kampas	Photomedia Revolutions	310 Meadow Rd		Syracuse	NY	13219-2308
David	Katz	Eventage	18 South Orange Avenue	3rd Floor	South Orange	NJ	7079
Elaine	Kavanagh	Sweet Beast Productions	411 15th Street	#R	Brooklyn	NY	11215
Sheldon	Kaye	IT Parts and Spares USA Inc	20815 NE 16TH AVE	STE B29	MIAMI	FL	33179-2146
JEDAWN	KENNEDY	Ally Veteran Solutions Inc	825 Columbus Parkway		Buffalo	NY	14213
David	Killian	TBN Direct	125 Washtinton Street	One News Plaza	Buffalo	NY	14203
Michael	Knox	Bidders Guide Publications	3896 Dewey Ave.	#555	Rochester	NY	14616
Nick	Kulb	Beckon Entertainment	PO Box 158984		Nashville	TN	37215-8984
Frances	Kweller	Kweller Prep Tutoring and Educational Services, Inc.	108-22 Queens Blvd 2nd Floor		Forest Hills	NY	11375
Frank	Lazarus	Lazarus Industries LLC	382 High Street		buffalo	NY	14204
Nathaniel	Lewis	Prince Lewis LLC	72 Howard Avenue		Brooklyn	NY	11221
Nathaniel	Lewis	Prince Lewis LLC	72 Howard Avenue		Brooklyn	NY	11221
Bhuvanewari	Madhalam	CREATIVE CINEMAS NY LLC	88 Westren ave	Suite/Apt #	Jersey city	NJ	7307
Source	Management	Deltek	2291 Wood Oak Dr		Herndon	VA	20171
Kathleen	McQuaid Holdridge	KathodeRay Media Inc.	20 Country Estates Road		Greenville	NY	12083
Daniel	Mecca	Abbey Mecca & Co., Inc.	95 Perry Street	Suite 101	Buffalo	NY	14203
Susan	Metichecchia	Graficreative LLC	28 Saxon Wood Park Drive		White Plains	NY	10605
Jeff	Miller	Miller Advertising Agency	220 West 42nd Street	12th Floor	New York	NY	10036
Mitch	Mirsky	FIFTEEN	599 Delaware Ave	Suite 215	Buffalo	NY	14202
Mariana	Montesdeoca	Mariana Montesdeoca Design, LLC.	65 Summit Boulevard		Westhampton	NY	11977
Emily	Moulton	Admount Marketing, LLC	1465 Castleridge Road		Castleton	NY	12033
Nazim	Nashipudi	Enterprise Pals, Inc.	515 N Mur-Len Rd Ste:B		Olathe	KS	66062
Wendell	Niles	Niles Advertising Signs & Displays	1488 Metropolitan Avenue	Unit #2	Bronx	NY	10462
Christina	Nizar	Nizar Design Inc.	141 Mulberry Street	Apt C4, 3rd floor	New york	NY	10013
Ollia	njibaloh	muse agency inc	295 south park avenue		Lybrook	NY	11563
christopher	nowak	nowak industrial llc,	145 suzette dr.		cheektowaga	ND	14227
TRANG	PHAM	Milk Street Marketing	182 Gay Street		Philadelphia	PA	19128
Tom	Pitts	Chaotic Interactions	2266 5th ave	# 834	NY	NY	10037
frank	raffaele	glow	144 east 84th street	apartment 6g	new york	NY	10028
Susan	Rittenhouse	Westat	1600 Research Boulevard	RE- Marketing Department	Rockville	MD	20850
Steven	Robinson	LucidDGTL Design Studio	1079 Alicia Avenue		Teaneck	NJ	7666
Elvis	Rodricks	PURVI ENTERPRISES INC.	55-56 44th street		Maspeth	NY	11378
Michael	Roxas	Suits & Sandals	240 Kent Ave.,		Brooklyn	NY	11249
MARGARET	SALISU	DOMINION TEMPS, INC	445 Broadhollow Rd	SUITE 25	Melville	NY	11747
mary beth	sbaraglia	ms unlimited inc	P>O> box 577		syracuse	NY	13206
MICHAEL	SCHNEIDER	SOUTHERN TIER SECURITY LLC	PO BOX 1017		OLEAN	NY	14760
Jason	Schwerdt	Smith Design Associates Inc	8 Budd Street		Morristown	NJ	7960
Alexei	Shishkin	Shishkin Productions	991 Willoughby Ave.	#10C	Brooklyn	NY	11221
Lewis	Siris	PWI	103 Allen St	#1	New York	NY	10002
Sharon	Small	Intelligent Retrieval	2085 Red Johnston Way		Fort Ann	NY	12827
W.	Smith	Buffalo Place	671 Main Street		Buffalo	NY	14203
Lisa	Snyder	Stafkings Personnel Systems	PO Box 1015		Binghamton	NY	13902
Jae	Song	TTA	942 Flushing Avenue	4L	BROOKLYN	NY	11206
Lauren	Staniec	re-habitat LLC	108 Churchill Lane		Fayetteville	NY	13066
Robert	Stank	Crossmedia, Inc.	275 7th Avenue	27th Floor	New York	NY	10001

Kelly	Staruck	Level 7 Market Research	4159 East Ave		Canandaigua	NY	11746
John	Torres	Eldon Group, LLC	40 Wall Street	#2816	New York	NY	10005
Jessica	Tropp	Spectra	150 Rouse Blvd.		Philadelphia	PA	19112
Andrea	Urioste	Wonder Integrated Group	240 Morris Avenue		Rockville Centre	NY	11570
Abel	Vargas	Savage Lab Inc.	1159 Burke Avenue		Bronx	NY	10469
Steve	Walse	Seven Outsource	113 Barksdale Professional Center		Newark	DE	19711
Christa	White	Graybar Electric	425 Cayuga Rd #100		Buffalo, NY	NY	14225
Otha	Williams	Carpet Guys USA	3068 US Route 9W	Suite 1100	New Windsor	NY	12553
Janice	Wirth	Fit Fuel	3189 Eggert Rd		Tonawanda	NY	14150
David	Wright	Wright Enterprise	132 Rivermist Dr.		Buffalo	NY	14202
Frank	Zangara	ePaul Dynamics	16 Sintsink Drive East		Port Washington	NY	11050