

GOVERNMENT OF THE DISTRICT OF COLUMBIA  
DEPARTMENT OF GENERAL SERVICES



**REQUEST FOR PROPOSALS  
FOR OUTDOOR MARKET OPPORTUNITY  
DGS-RFP-2019-02  
Addendum No. 2  
Issued: February 13, 2019**

**Item No. 2: Questions and Answers**

DGS-RFP-2019-02   OUTDOOR MARKET OPPORTUNITY		
QUESTIONS & ANSWERS		
#	QUESTIONS	ANSWERS
1	Are there any accommodations for not having the DCRA permits, federal and state tax numbers, insurance, and other necessary documents for a business entity before the RFP is awarded?	<i>Per the RFP, all proposals must included the following documentation: 1) Proof of District of Columbia Citywide Clean Hands Certification and 2) Proof of DC Certificate of Good Standing. Proof of requisite insurance coverages must be provided prior to the execution of a license agreement, but not before the RFP is awarded.</i>
2	Will you require any reports after the 6-month contract?	<i>No.</i>
3	What documents are required regarding financial soundness and how much money in the bank is considered financially sound for this RFP? Is there a formula that you use to calculate?	<i>Bank statement showing financial solvency and a current credit report.</i>
4	What procedures is DGS putting in place to ensure smooth set-up and breakdown?	<i>DGS will work closely with the winning bidder to ensure that the set-up and breakdown run smoothly.</i>
5	What opportunities will be in place for truck parking?	<i>Licensee will be required to arrange for off-site truck parking.</i>
6	Will DGS work together with the licensee to enhance the customer experience with unifying signage, marketing, etc?	<i>Yes. DGS will work closely with the contractor to ensure that signage and marketing are in sync with Eastern Market.</i>

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Questions and Answers Continued

7	Did DGS look at other cost models that are becoming popular throughout the city (i.e. rent based on revenue percentage)?	<i>DGS did consider revenue percentage and made the decision to opt for the standard model. The appraisal took into account a variety of factors including estimated revenues.</i>
8	If the DDOT fee for the block is waived, why is DGS charging rent at all?	<i>Rent is being charged based on the appraised rental value as determined in the attached report: "Eastern Market Appraisal Report - 300 Block of 7th Street SE.pdf"</i>
9	Is there flexibility in cost based on use or operator?	<i>No there is not.</i>
10	Was there any consideration for DGS taking over the 300 block?	<i>Yes, there was.</i>
11	Why did DGS opt to issue an RFP for a 6 month contract?	<i>In order to provide the bidders with a certain amount of security in the timeframe.</i>
12	What happens if you only get one bidder?	<i>If only one proposal is received, that proposal will be evaluated based on the criteria outlined in the RFP.</i>
13		