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February 28, 2023

Request for Proposal for the Sherman Oaks Castle Park Batting Cages Operation and
Maintenance
(CON-M23-001)

RFP QUESTIONS AND ANSWERS NO. 2

Q. Please provide a breakdown of the revenues received in 2021 and 22 (i.e. cage rental, filming, retail, other)?

A. *Approximate breakdown as follows:*

	2021	2022
Batting Cages Rentals	\$806,806.50	\$972, 092.00
Filming	\$5,500.00	\$5,550.00
Retail & Other	\$29,385.00	\$45,602.71

Q. Please provide an average monthly electricity charge for operating the facility during the last twelve months? Is there a separate meter?

A. *The average monthly electricity cost is \$549. 00. There is a separate meter for the batting cages.*

Q. Section 5(T) of the Sample Agreement says that filming is to be split equally, but the RFP says it is part of the 45% Gross Receipts Participation Percentage. Please clarify.

A. *The concessionaire will pay the minimal acceptable percentage of gross receipts of 45% as indicated in the RFP.*

Q. a) Please clarify questions regarding the 5 years of experience requirement as adopted by the addendum: Is this a Level 1 requirement, in other words if the proposer does not meet this requirement their proposal is rejected regardless of whether it has merit or the proposer has otherwise demonstrated sufficient experience and background to capably manage this business. Is this a strict compliance issue?

b) If it is a strict compliance issue, how are the five years determined and why is five years the necessary amount of time?



A. *Please refer to RFP Exhibit B, Instructions to Proposers, Section B. (Submitted Proposal) Page 2, Minimum Qualifications, 2.1.2 that reads as follows:*

2.1.2 Length in business (in years and months)

Proposers must have at least five years of experience actively operating and managing a similar batting cages business.

RAP has determined the minimum acceptable required experience is five years in providing batting cages services or a similar operation.
