

**BOARD OF RECREATION AND  
PARK COMMISSIONERS**

SYLVIA PATSAOURAS  
PRESIDENT

LYNN ALVAREZ  
VICE PRESIDENT

MELBA CULPEPPER  
MISTY M. SANFORD  
IRIS ZUÑIGA

ARMANDO X. BENCOMO  
COMMISSION EXECUTIVE ASSISTANT II

**CITY OF LOS ANGELES**

CALIFORNIA



**ERIC GARCETTI  
MAYOR**

**DEPARTMENT OF  
RECREATION AND PARKS**

PARTNERSHIPS DIVISION -  
CONCESSIONS UNIT  
P.O. BOX 86610  
LOS ANGELES, CA 90086-0610

FAX (213) 202-4311

MICHAEL A. SHULL  
GENERAL MANAGER

February 5, 2016

**REQUEST FOR PROPOSALS  
FOR THE OPERATION AND MAINTENANCE OF THE  
GRIFFITH OBSERVATORY BOOKSTORE AND GIFT SHOP CONCESSION  
(CON-M15-005)(RFP)**

**QUESTIONS & ANSWERS**

1. Question: Based on the historical performance of the concession business as outlined in the RFP, can the minimum guarantee be adjusted to between \$350,000.00 and \$375,000.00; not exceed \$400,000.00 at the first renewal term; and be capped at 3% escalation at the second renewal term?

*Answer: After an evaluation of historical performance, including 2015 annual gross revenue, the Department will not be adjusting the minimum.*

2. Question: Can an agreed upon and documentable minimum attendance at Griffith Observatory be tied to the annual minimum payment obligation?

*Answer: No. The Department will not guarantee attendance at Griffith Observatory, nor allow for any reduction of revenue-share minimums. In like manner, the Department does not raise the revenue share minimums when attendance at Griffith Observatory increases during term of the Concession Agreement.*

