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November 18, 2025

REQUEST FOR PROPOSAL  
RANCHO PARK GOLF COURSE FOOD & BEVERAGE CONCESSION  
(RFP# CON-G25-003 )

QUESTIONS & ANSWERS #4

1. Q: We can more than meet the financial requirement of the Rancho project by providing personal bank statements. However, we may not include bank statements because of the public nature of this process. Rather, we may include in our proposal contact information for a representative of our bank who can verify funds.

If we do not include personal bank statements, are we disqualified from this process? Please let us know if this is sufficient or if personal bank statements need to be a part of this and if so, how we can protect privacy.

A: In order to meet the requirements of the RFP proposers must follow the instructions of the entire RFP including Exhibit C, Section B.10.D "Financial Documentation."

If privacy is a concern, bank statement account numbers or other sensitive information may be redacted and documents should be marked "Confidential".

2. Q: Are we able to submit the proposal with pictures and videos included for showing the vision for the project?

A: Proposers may submit photos and videos to support their proposal, but responses to all items required in the RFP should be in writing.

3. Q: Can we submit the Pro Forma as an XLS workbook so that the formulas and comments explaining the inputs in each cell is clear?

A: That is acceptable as long as reviewers can understand it.



4. Q: In the pro-forma, we will be showing Year 1 as starting in January at the time the main restaurant is open. Is this in line with the expectations?

A: All assumptions for the pro forma must be clearly stated in the document.

5. Q: Additionally, can we confirm that if we take over the F&B service prior to the restaurant opening that the 10-year term of the full contract will begin once the restaurant is opened (and thus the MAG starts 2 years after the restaurant opens)?

A: That is correct.