

**Toyota Park Concession RFP
Submitted Questions and Answers
Posted February 12, 2015**

Q: Can you please provide additional background on why the Village of Bridgeview and the Chicago Fire are pursuing this evaluation for a new service provider? More specifically, what are the reasons for early termination or potential continuance of the Sodexo contract?

A: Toyota Park's largest tenant, the Chicago Fire, has asked for this concessionaire review. The Chicago Fire and Toyota Park are committed to providing first-class customer service and continually look to improve operations on all fronts.

Q: Is there a plan in place for termination of the incumbent? If so, what is the timeline for termination?

A: Sodexo currently has a binding contract in place and remains Toyota Park's concessionaire. If necessary, discussions regarding a possible transition and related steps will take place following the timeline set out in the RFP document.

Q: Why was this process initiated so close to the Chicago Fire's Opening game?

A: The Fire and the Village determined after the 2014 season that they wanted to explore concession options for the 2015 season and beyond.

Q: Based on the tight timeline of this proposal process and the start of the Chicago Fire season, is there a chance that an award of contract would be delayed to reflect inception in 2016 or during a substantial break in the season?

A: No.

Q: Please provide the current contract between the Village of Bridgeview, the Chicago Fire and Sodexo.

A: A copy of the current contract is available on this website.

Q: Please provide an organizational chart for any/all full time staff positions held by the incumbent.

A: No such document is available. Please note that Sodexo staffs the facility as it sees fit. A full time general manager is required to handle the various requests that the facility. The concessionaire designee reports solely to Toyota Park's General Manager, Ms. Debra Augle.

Q: Are there members of the current management team that you would want us to retain?

A: Any decisions regarding employee retention of current staff would be the prerogative of the selected firm.

Q: Can you please provide a list of the current sponsor relationships in place that will affect the F&B provider, and the same for existing subcontractor relationships (e.g. Italian ice or churros vendor)?

A: Current sponsorships include Heineken, Con Agra (various products), Chicago Red Hots, Quaker (various products), Fuji Water, and Pepsi. This list may not be inclusive, as additional sponsorships are continually being added.

Q: Please provide historic sales for 2013 and 2014 by event, as well as by area (concessions, catering, club, suites).

A: A copy of a spreadsheet showing such information is available on this website.

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Q: Is there a buyout of any investments made by the current concessionaire that the new concessionaire would be responsible for? If so, would this be considered an allowable expense?

A: No buyout is required.

Q: Please distribute a copy of the current Union Contract

A: The union contract is with the concessionaire and not the Village of Bridgeview or the Chicago Fire.

Q: The attendance provided in the RFP, is it paid or turnstile attendance?

A: Turnstile.

Q: Please provide an asset listing of smallwares and all other food and beverage equipment.

A: All required equipment and smallwares needed for effective operations is in place and functional.

Q: What is the percentage of work handled by NPO or other subcontracted staffing/service agencies?

A: The amount of work handled by NPO or subcontracting staffing agencies varies based on attendance and event, but NPOs typically staff the main concession stand and a staffing agency typically staffs the Second Star Club.

Q: Please provide history of discounted sales at the venue.

A: Discounted sales are not broken out in settlements. The financial statements provided for 2014 show discounted sales in the various categories.

Q: What is the current discounted rate? Is this applicable to both the Village of Bridgeview and the Chicago Fire?

A: The internal discount that applies to Village of Bridgeview/Toyota Park and the Chicago Fire is 20%.

Q: The RFP calls for specific full-time staffing candidates. As a result of the quick turnaround, would it be acceptable to present a permanent GM plus interim staff options until we identify and place a management team that best suits the venue and client?

A: Yes.

Q: Is the POS system owned by the current vendor?

A: No, the current POS system is leased.

Q: Does the POS lease include software and servers?

A: Sodexo maintains that lease.

Q: What are your current per caps for concessions and per caps for suites?

A: A spreadsheet showing such information is available on this website.

Q: What is the usage rates for suites?

A: As of February 1, 2015, six (6) suites were sold, or part of a sponsorship, on a full season basis. Suites are also sold on an individual game and event basis throughout the season.

Q: What expenses will be covered by you, the client and your concessionaire (eg. trash, utilities, etc)?

A: Trash and utilities are provided by the Village.