



Outer Harbor Event Management RFP

Questions and Answers

Q: Is this land available for development under this RFP? If we have developers and investors interested in developing on this property, what would the steps be to make this happen? For example, if we have a company who is interested in developing permanent vendor structures, what lease term would they have the option of gaining for the structure they developed?

A: *Land is not available for development in this RFP, but may become available in a separate request issued by ECHDC at a later time.*

Q: Is there an outline on what ECHDC plans to do on improving the site? Can you please provide any details on planned capital expenditures/projects for development or infrastructure on the site? Does the EDCHC have specific short-term and long-term goals for the Outer Harbor?

A: *A “blueprint” for land uses of ECHDC owned property on the Outer Harbor is expected to be made public in 2-4 weeks.*

Q: Can you please explain the source(s) of funding for the Outer Harbor operation? Will there be funding available to buy and produce events but to also take financial risk for ticketed events?

A: *There are no funds available for this contract, as it is expected to be a revenue generating operation.*

Q: Is the land state or city owned?

A: *Exhibit A outlines property owned by Erie Canal Harbor Development Corporation that is applicable to this RFP.*

Q: Can you provide us any detailed financial information on the current operation of Outer Harbor? Regarding site maintenance and landscaping, how will this be handled? Is equipment provided? Are we responsible for maintaining or is this under the scope of Parks and ECHDC?

A: Buffalo Outer Harbor State Park (not part of this RFP), which encompasses from Gallagher Beach up and through Safe Harbor Marina is operated by NYS Parks under an agreement with ECHDC, the land owner. In a separate agreement with ECHDC for the approximately 200 acres, NYS Parks is responsible for general maintenance (litter pick-up/trash removal; bathroom cleaning; beach/volleyball court maintenance) and landscaping (mowing/weeding) at all public spaces associated with Wilkeson Pointe, Greenbelt Pathway (6 feet of easement on each side), Bell Slip, as well as anticipated, but yet to be determined, public spaces associated with Terminals A&B and Bike Taxi Landing. There is no equipment provided for events and/or concessions. All additional equipment, amenities, maintenance and landscape needs for purpose of hosting events/concession and generating revenue will be the sole responsibility of the event management team and/or third party vendors (please see Exhibit D Pro-forma).

Q: Does the EDCHC have a current parking plan in place for Outer Harbor and if so, can you please share that with us? How many parking spaces are there available to charge for concerts?

A: Designated parking spots located at Wilkeson Pointe and Bell Slip are open to the public, in addition to the approximately 500 located along Fuhrmann Blvd., between Wilkeson Pointe and Terminals A&B. There is potential for parking areas at the unmaintained areas within the Greenbelt Space (approximately 600-800) and Terminals A&B (approximately 800 - 1,000 with transfer to ECHDC ownership anticipated for Fall/Winter 2015). Respondents are encouraged to submit a parking plan with the proposal.

Q: Do you envision taking advantage of the synergies that may be available with the current operation at Canalside? Examples may be in the areas of sales & marketing, website, sponsorship sales, operations, finance, etc. What are your feelings regarding hosting events simultaneously at the Outer Harbor and the Inner Harbor (such as 4th of July, and for other potential events and activities)?

A: Synergies/collaborations will be determined, with recommendations from ECHDC, by the selected event management team.

Q: Are there any services provided (or will be provided) at Outer Harbor? How are those services paid for and how do you envision them occurring moving forward? An example would be police and fire for events.

A: *No services will be provided by ECHDC, with the exception of project oversight.*

Q: With regard to our Response, do additional appendices and enclosures count against the page limit?

A: *As stated in Section IV. (Selection Process) and subset (c.) of the RFP, required forms DO NOT count against the page limit.*

Q: Are we able to partner to go after Greenway money for cultural activities and future development proposals?

A: *It is not expected that Greenway funding will be made available to ECHDC for this property. However, ECHDC will consider a partnership, if appropriate, and made available. As stated in Section III. (Scope of Services) and subset (c.) of the RFP, it is expected that an agreed upon percentage of revenue is to be included for funding to civic and cultural organizations, which is also outlined in Exhibit D (Pro-forma).*

Q: Are you adversed to us potentially starting a non-profit to partner with for additional funding opportunities?

A: *No, we are not, as long as it is clearly defined and presents no conflict of interest for either your for profit entity or ECHDC.*

Q: What would our relationship with ECHDC and ESD be? (How frequently will we be discussing our plans)?

A: *The relationship would be the chosen vendor as an independent contractor to ECHDC (land owner).*