

**BOARD OF RECREATION AND
PARK COMMISSIONERS**

BARRY A. SANDERS
PRESIDENT

LUIS A. SÁNCHEZ
VICE PRESIDENT

W. JEROME STANLEY
JILL T. WERNER
JOHNATHAN WILLIAMS

CITY OF LOS ANGELES
CALIFORNIA



ANTONIO R. VILLARAIGOSA
MAYOR

DEPARTMENT OF
RECREATION AND PARKS
3900 W. Chevy Chase Drive
M/S 628
LOS ANGELES, CA 90039

(818) 243-6488
FAX - (818) 243-6451

JON KIRK MUKRI
GENERAL MANAGER

May 17, 2010

Hansen Dam Golf Course Restaurant Concession (ARS-F09-10)

Questions & Answers

1. Question: Are the last five years of the current Profit and Loss Statements for the concession available for review?

Answer: No, only the 2008 Profit and Loss Statement for the current concessionaire is available as the previous concessionaire did not provide Profit and Loss Statements prior to terminating the Concession Agreement. Proposers requiring the document should call the contract coordinator listed in the RFP in order to obtain a copy.

2. Question: Why does the Request for Proposals (RFP), Section III, "Five Year Gross Revenue" state "Not in operation" for 2007?

Answer: The correct statement should read "Not Reported" as the previous Concessionaire did not provide the gross revenue prior to terminating the Concession Agreement.

3. Question: What accounts for the large difference in gross revenue from 2004 to 2005 as stated in Section III – "Description of Concession" of the RFP?

Answer: The gross revenue during 2004 and 2005 was reported by the previous Concessionaire, who is no longer available to provide additional information.

4. Question: Does the Department plan to build a Halfway House snack stand on the golf course?

Answer: The Department does not have plans to build a Halfway House snack stand on the Hansen Dam Golf Course at this time.

5. Question: How long did the previous Concessionaire operate the Hansen Dam Golf Course Restaurant Concession?

Answer: The previous operator of the Hansen Dam Golf Restaurant began operation in August 2000 and terminated the concession agreement in March 2008. The current interim operator began operations in March 2008.

Questions & Answers

Page 2

6. Question: What is the average number of golfers who play at Hansen Dam on a weekday versus a weekend day?

Answer: The average number of players at the Hansen Dam Golf Course in 2008 was approximately 250 players per weekday and approximately 300 players per weekend days.

7. Question: Are demographics available listing the ethnic race percentages of the golfers who play at Hansen Dam Golf Course?

Answer: The Department of Recreation and Parks does not track the demographics of the golfers at its golf facilities.

8. Question: Is there a minimum rental percentage?

Answer: Yes. Section V.A.4 - "Proposed Rent Payment" of the RFP states, "The Minimum Acceptable percentage for this RFP is 8% of gross receipts for all food and beverages (alcoholic and non-alcoholic)."

9. Question: Do required concession improvements include the patio area?

Answer: Yes. Section V.A.6.3 - "Required Concession Improvements" of the RFP states that the selected proposer shall, "Install new tables, chairs, and décor in the dining area, bar/lounge area, banquet/meeting room area, and patio area."

10. Question: Are family members included in the employee count as it pertains to the Living Wage Ordinance exemption?

Answer: The selected operator must comply with the Living Wage Ordinance, unless exempted in accordance with such ordinance. An exemption from the Living Wage Ordinance is approved by the Department of Public Works, Contract Administration, Office of Contract Compliance (OCC). Further information may be obtained from OCC by calling (213) 847-2645.

11. Question: When is a family member working at this restaurant concession considered a business employee?

Answer: An employee is a person who is hired to provide services to a company on a regular basis in exchange for compensation and who does not provide these services as part of an independent business.

Questions & Answers
Page 3

12. Question: If the number of employees varies due to seasonal changes, how is the number of employees determined as it pertains to Living Wage Ordinance exemption?

Answer: Specific questions regarding the Living Wage Ordinance should be directed to the Department of Public Works, Contract Administration, Office of Contract Compliance (OCC) by calling (213) 847-2645. Additional information regarding specific rules and regulation of the Living Wage Ordinance is also available and presented via a slideshow (dated November 18, 2009) at http://bca.lacity.org/index.cfm?nxt=pay&nxt_body=div_occ_lw_amendments.cfm