



Real Entertainment. Real Events. Real Exciting!

December 22, 2022

NOTICE TO PROPOSERS

ADDENDUM #1

On November 22, 2022, proposals for the Sky Ride were released.

The purpose of this addendum is to provide all proposers with a copy of the questions and answers that have been requested in addition to providing the following supplemental information to the specifications:

1. This solicitation is issued to receive Proposals from qualified firms to:
 - Propose any and all opportunities for TCPFA's review and consideration with regard to the Von Roll Sky Ride.
2. The deadline to submit questions and notify Purchasing Agent of intent to participate has been extended to January 13, 2023. Responses to any questions requested will be distributed January 18, 2023.
3. All proposals are due by 11:00 a.m. on January 31, 2023; and will be opened by TCPFA on January 31, 2023, at 1:00 p.m.
4. Evaluation Criteria

All Proposals will be reviewed and evaluated by the Evaluation Committee on the following criteria.

1. Experience and Qualification of Proposer: Forty Percent (40%)
2. Financial Proposal: Sixty Percent (60%)

QUESTIONS & ANSWERS

1. Has the Skyride been appraised and what is the value?
 - The Sky Ride is in the process of being appraised.
2. If it has not been appraised, then how does the TCPFA know what would be a fair price from a potential buyer?



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- See answer to number 1.
3. How did the TCPFA arrive at the 45% or 25% share of gross receipts for a prospective buyer or renter? Was it based on market studies or any other type of objective scale or formula? It came to our attention that previous operators never paid more than 20% of gross receipts.
 - The percentages provided are from existing and current agreements with other vendors at the Tulsa State Fair; the current percentage received from the Carnival Rides is 45%, and the current amount received from independent vendors is 25%. The percentages provided are a baseline and to reiterate, TCPFA will consider any and all options.
 4. What operational costs was TCPFA responsible for in previous years that are now being listed in the RFP as the owner/renter's responsibility? (i.e., maintenance, parts, labor, insurance, marketing, etc.)
 - See DMC Agreement, attached; all items mentioned above were DMC's responsibility; ticket sellers were paid for previously by TCPFA. TCPFA will consider any and all structures proposed.
 5. The Oklahoma State Historic Preservation Office issued a Preliminary Opinion on Eligibility, which determined that the Tulsa Skyride is eligible for inclusion in the National Register of Historic Places. That could make the Skyride eligible for funding that could change the current financial picture. Did the TCPFA take this into consideration when choosing the RFP timeline and notice? Would you consider postponing the process if there was tangible evidence that funding is possible? Or until the Skyride's register is completed?
 - TCPFA has preliminary reviewed potential grant options, at the time of this response, there has been no definitive information provided or found to substantiate funding for operational resources. If someone is aware of a specific grant to review that does provide operational dollars, TCPFA is willing to review and evaluate.
 6. If the operator wanted to sponsor out the gondolas to local businesses, which has been suggested before, would they be blocked in any way, or what would be the approval process? I think the info below addresses that but wanted to make sure. What would be the criteria for approval?

*** Promotions and Marketing: The Proposer is responsible for all promotional and marketing efforts. The Proposer shall have no sponsorship rights, unless they obtain written approval from TCPFA Management.**



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- All options would be considered, and sponsorship of the gondolas would be an option with review and approval from TCPFA. This is specifically referencing specific sponsors; TCPFA would have the right to reject a sponsor due to a potential conflict.

All proposals are due by 11:00 a.m. on January 31, 2023; and will be opened by TCPFA on January 31, 2023, at 1:00 p.m.

Respectfully yours,

A handwritten signature in black ink that reads "Jessica Booth".

Jessica Booth
Purchasing Agent