



## Questions from the RFP virtual site visit

- **Will food trucks rotate between locations?**
  - The contracted Concessions Vendor will be responsible for managing a food truck program and will determine the location and scheduling of food trucks.
- **What is the frequency of food trucks at Wilson Park?**
  - Food trucks will be required to maintain consistent hours throughout the summer months. Ideally, they will be available weekends in the park from May – Labor Day.
- **Can you share the slides from today?**
  - Slides have been posted on the RFP Website.
- **Is DRFC deciding food trucks or is the vendor?**
  - The contracted Concessions Vendor will be responsible for managing a food truck program and will determine the location and scheduling of food trucks for consistent service. DRFC may schedule their own food trucks for special events including but not limited to Harvest Fest or cultural celebrations.
- **Are concessions and bar sales considered two separate contracts? Can they be managed by two different companies?**
  - Two contracts – concessions is one contract, and then Bar management is a separate contract. We would like one company to oversee both contracts.
- **Are we limited regarding what can be put in vending machines?**
  - There must be consideration for healthy options in all vending machines.
- **Clarifying you are looking for a GC to manage all of these elements?**
  - We are looking for one managing vendor, and welcome that vendor to be creative and work with subcontractors for portions of the business. Ultimately, the managing vendor will be responsible for all subs, and the key point of contact for the Conservancy
- **Are there pouring rights with specific vendors (i.e. coke, pepsi) and any required beverage vendors?**
  - Historically, our systems have been set up through Pepsi, changes would be the responsibility of the vendor.
- **Are you looking for the selected vendor to handle all of the marketing or is DRFC going to do that?**
  - DRFC will partner with the vendor, but the vendor should demonstrate an ability to properly market their business and products.



- **Is the vendor allowed to use their social media presence and platform to promote that they are on the Riverfront?**
  - Yes, DRFC will provide some brand guidelines and language.
- **Should vendors propose one entire program that covers each space or individual programs for each space?**
  - Vendors should propose one entire program that features specifics for the each of the different parks.
- **Who is responsible for cleaning and janitorial?**
  - DRFC is responsible for the cleaning and janitorial services outside of the actual kitchen facilities. This includes restrooms, customer-facing trash, tables, and the facility. This should also be seen as a partnership, and vendors staff should be able to do light pick up of trash/debris left by customers on café tables. Within the kitchen is the responsibility of the Vendor. DRFC will do periodic cleanliness checks. All facilities will be professionally cleaned upon the move out of the current vendor.
- **When does programming occur?**
  - DRFC hosts programming 7 days a week across our venues in the summer. For a sample listing, please visit the link below to see our 2025 Programming Calendar.  
[Click here for 2025 Programming Calendar](#)
- **What is the goal timeline for move in and service start?**
  - Selection will take place by mid-march and the vendor will have access to the spaces between April 1 and May 1. Vendor should be able to start service by mid may/ Memorial Day.

#### **Other Formally Submitted Questions**

- **Can DRFC confirm that a prime contractor model—where one entity holds the contract and coordinates multiple Detroit-based culinary or beverage partners as subcontractors—is acceptable under this RFP?**
  - Yes this would be acceptable under this RFP
- **2. Subcontractor Information (page 10) - Must all subcontractors be named at time of proposal submission, or may additional subcontractors be added post-award with DRFC approval?**
  - Additional subcontractors may be added later. We would like the bidder to present potential subcontractors, so we have an understanding of how you intend to manage the concessions services.
- **3. The Scope of Work (page 14) references service for up to three venues; however, during the Virtual Site Review, it was indicated that DRFC may prefer a single operator across all venues.**



**Can DRFC clarify whether this RFP anticipates the selection of one vendor for all concession locations or multiple vendors?**

- We require one vendor to provide food service – Mt. Elliott, Cullen Plaza, and Valade Park. That can be done through subcontracting, but each of those sites is required to be serviced. We require the same vendor to act as a manager for our alcohol program and to provide alcohol service at Cullen Plaza, Valade Park, and Dequindre Cut Freight Yard. The additional parks listed are opportunities for the vendor to scale up their operations to additional venues.

• **VENUE AND ASSET QUESTIONS**

• **4. To ensure compatibility of proposed kitchen and bar equipment, can DRFC provide available floorplans and electrical specifications (including voltage, amperage capacity, and outlet configuration, if readily available) for each concession location?**

- This will be shared with those selected for interviews

• **5. Can DRFC confirm expectations regarding routine maintenance versus capital replacement of DRFC-owned equipment listed in Appendix B?**

- DRFC expects to be a partner in this venture. When selected, the Concessionaire can provide a list of needs or replacements that we can discuss. Items that need to be repaired due to normal wear and tear or malfunction will be the responsibility of the Conservancy. User error will be the responsibility of the Concessionaire.

• **6. The RFP references service across multiple venues. Can DRFC clarify whether all concession and bar locations are expected to be operational at the commencement of the contract term, or whether a phased activation schedule may be proposed?**

- Concession services must commence at Cullen Plaza, Valade Park, and Mt. Elliott by Memorial Day 2026.
- Alcohol services must commence at Valade Park and Dequindre Cut Freight Yard by Memorial Day.

• **FINANCIAL QUESTIONS**

• **7. Can DRFC confirm that utilities servicing the concession locations are provided as part of the premises and are not separately metered to the Concessionaire?**

- Utilities are the responsibility of the DRFC not the Concessionaire.

• **OPERATIONS**

• **8. Appendix E, Section 6.2 outlines minimum operating hours. Beyond those minimums, does DRFC have preferred or target operating hours for specific venues during peak season?**

- DRFC supports a balance of consistency and successful sales. We will work with the Concessionaire on developing hours and protocol.

• **9. The RFP outlines reporting and sales tracking requirements but does not specify a required point-of-sale platform. Can DRFC confirm whether vendors are expected to utilize an existing POS system, or may propose their own POS and reporting technology provided it meets DRFC reporting and audit requirements? If an existing system is in place: a. Are system integrations permitted?**

- Food and non alcohol sales POS and tracking will be the responsibility of the Concessionaire. POS systems will be provided for alcohol sales. DRFC is open to POS changes based on the vendor's expertise.



- **b. Can DRFC clarify whether associated software licensing, hardware, transaction processing, and maintenance costs would be the responsibility of the selected vendor?**
  - Costs associated with the Food & Non Alcohol sales will be the responsibility of the vendor. Any costs associated with the sale of the alcohol, the concessionaire will bill back to the Conservancy.
- **10. The RFP notes preference for Detroit-based businesses and the ability to recruit and train Detroit residents. Are there specific hiring goals, tracking metrics, or reporting expectations DRFC would like vendors to incorporate into their staffing plans?**
  - There is nothing specific targeted, but the RFP should be able to articulate how the vendor plans on incorporating hiring and retention strategies focused on Detroit residents.
- **EVENTS AND PROGRAMMING**
- **11. Are there anticipated peak programming periods where bar operations are expected to scale beyond standard staffing levels? If so, what level of advance notice is typically provided for such events?**
  - The Concessionaire will receive a calendar and anticipated attendance for DRFC programming and events. If there is a request for a high-volume event, the vendor will receive at least 2 weeks' notice.
- **12. For events managed by DRFC or affiliated partners, is the selected vendor expected to provide concession services upon request, or will vendors have any role in event design, program coordination, or booking?**
  - This is subject to the event or program, but for the most part DRFC will handle all program coordination and provide clear expectations for the vendor to participate as food or beverage service.
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- **RFP STRUCTURE**
- **13. Can DRFC confirm that the 17 headings listed under "Submission and Requirements" (pages 9-13) represent the complete set of materials required for a responsive RFP submission?**
  - Yes
- **14. Verify the Statement of Interest and Questions (page 3, revised version page 4) are due February 2026, not 2025. Similarly, verify the Modification and Questions section (page 8) has a due date of February 12, 2026.**
  - Yes, that was in error. All dates should refer to 2026
- **15. Verify if the responses will be distributed to potential bidders on Friday, February 13 or Monday, February 16.**
  - Responses will be distributed on Monday, February 16<sup>th</sup>
- **16. In the "Costs and Fees" section (page 13), can DRFC confirm: a. Whether the first table corresponds to bartender and manager services (sections a and b),**
  - Yes, all items in cost and fees relate to bar services.
- **b. Whether the payroll-related percentage table corresponds to section c (estimated payroll costs), and**



- **c. Whether the “Fee and Cost Schedule for Base Services” table applies exclusively to Bar Management services?**
  - Yes, all items in cost and fees relate to bar services.
- **17. Page 13 references “Fee and Cost Schedule for Base Services (generally indicated in Appendix C).” Appendix C appears to contain the Equipment Listing. Can DRFC clarify whether “Appendix C” in this reference is intended to refer to a different appendix, or whether this language relates to the equipment listing?**
  - That should refer to Appendix A.
- **18. Does DRFC intend to utilize a weighted scoring rubric for the Selection Criteria listed in the RFP? If so, is DRFC able to share the relative weighting of financial proposal, operational plan, and experience?**
  - We will be using a blind scoring rubric for our selection committee.