



**Onondaga County
Executive Department
Division of Purchase**

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Addendum #2

Subject: Onondaga County RFP #23-6900-001 – Aquarium Management and Operation

This addendum will address questions Onondaga County has received regarding Onondaga County RFP #23-6900-001 – Aquarium Management and Operation. In the event that multiple vendors asked similar questions, the questions were combined and answered only once. All vendor specific information has been redacted from the questions.

In Section 7.11 [Cost Proposal], it is indicated that *“the County will receive any revenue generated from naming rights and any significant sponsorships. It is the County’s intent to reinvest these funds into the aquarium.”*

Question #1: Our proposal submission for RFP# 22-0500-002 was structured to share the significant start-up costs and included a portion of the naming rights revenue in consideration of our not-for-profit status. More specifically, we considered our start-up costs to include furniture, fixtures, and equipment necessary to operate the facility. Is the County intending on using naming rights and significant sponsorship revenue to procure furniture, fixtures and equipment deemed necessary for operation start-up?

County Response: The County will use the appropriations that have been authorized for all start-up costs. Start up costs will include furniture, fixtures and equipment that are part of a generic basis of design.

Question #2: As a not-for-profit, and in line with our mission, we possess the unique skillset to procure significant sponsorships. In fact, a comprehensive capital campaign will be needed to make up a significant portion of our start-up capital. Could you define what you consider “significant sponsorships” that you intend to withhold and re-invest into the aquarium? Are these sponsorships based on total dollar value, the timing of the sponsorship agreement, or source?

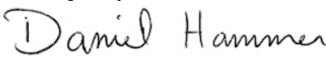
County Response: Significant sponsorships are considered those that will support: any major component of the aquarium, including the physical interior and exterior spaces of the building; specific species of animals or exhibits; and non-physical elements such as educational programming, for example. Sponsorships will be based on the overall best fit for the aquarium.

Question #3: While it is clear that the operator will maintain the Living Collection, who owns the Living Collection? We anticipate the County would not want an Operator to own outright and remove the Living Collection. Therefore, if the County will own the Living Collection (considered “fixtures”), would a portion of the naming rights and/or significant sponsorships be invested into the initial procurement of the collection upon start-up?

County Response: The Operator will own and maintain the Living Collection. Any stipulations or requirements regarding ownership of the Living Collection and/or a need for any associated start-up costs must be clearly identified within the proposal.

All proposals must be received by the Division of Purchase in accordance with the delivery instructions outlined in the RFP and this addendum. Late proposals will not be accepted.

Sincerely,

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Daniel Hammer,
Purchasing Director