



BOONE COUNTY, MISSOURI
**Request for Proposal #: 17-29APR16 – Short-Term Lease of Real Property – Central
Missouri Events Center**

ADDENDUM #2 - Issued April 11, 2016

This addendum is issued in accordance with the RFP Response Page in the Request for Proposal and is hereby incorporated into and made a part of the Request for Proposal Documents. Offerors are reminded that receipt of this addendum **should be acknowledged** and submitted with Offeror's *Response Form*.

Specifications for the above noted Request for Proposal and the work covered thereby are herein modified as follows, and except as set forth herein, otherwise remain unchanged and in full force and effect.

- 1) If Offerors desire to view the property again, the Central Missouri Events Center will be open:

Monday, April 18
8:30 – 9:30 a.m.

- 2) The County received the following questions and is providing a response:

- a. **I heard there were over 30 leaks in the roof of the multi-purpose building. Can this be verified? What if anything will the County do to repairs these before the building is leased?**

Response: The County is aware of roof leaks in the Coliseum building in the past, but our best information is that those leaks were repaired during the occupancy of Veterans United in December, 2015. The durability of those repairs is unknown. It is entirely possible that Coliseum building roof will experience some leaks, and until a funding stream is identified the County will only be in a position to make temporary repairs as is needed to prevent undue damage to the property. The Coliseum building had exceeded its economic life prior to the expiration of the County's agreement with the Boone County Fair Board. In your proposal, you should specify what your intentions would be regarding these sorts of repairs (how much would you be willing to spend, etc.) if your proposal includes a proposed rental of the Coliseum building.

- b. **Are there any gas meters on the property, and if so, where.**


Response: There is one (1) gas meter located on the north side of the building.

- c. **Where are the TAG records held so I can do some research on income for the various events.**

Response: See attached

d. Will a proposal be accepted for only the multi-purpose building and not the coliseum, or vice versa?

Response: The particular uses of a portion of the Coliseum building would be subject to negotiation, and it is possible that some proposal along those lines may be acceptable to the County. It should be noted, however, that the multi-purpose room of the Coliseum building is the portion of the property with the largest potential for maintenance issues (roof leaks, HVAC issues, etc.) that the tenant would be expected to contribute funds to remediating in order to restore the building to functioning for the tenant's intended purposes.

By: 
Melinda Bobbitt, CPPO, CPPB
Director of Purchasing

OFFEROR has examined **Addendum #2** to Request for Proposal# 17-29APR16 – *Short Term Lease of Real Property – Central Missouri Events Center*, receipt of which is hereby acknowledged:

Company Name: _____

Address: _____

Phone Number: _____ Fax Number: _____

E-mail: _____

Authorized Representative Signature: _____ Date: _____

Authorized Representative Printed Name: _____

Extracted from Unaudited Financials of TAG Events, LLC

TAG Events, LLC
Profit and Loss
Oct 2011 through July 2014

	Oct - Dec 2011	Jan - Dec 2012	Jan - Dec 2013	Jan - Dec 2014
Ordinary Income/Expense				
Income				
Society HS Income	\$ -	-	36,055.78	-
Horse Stall Sales	-	24,500.00	5,000.00	1,500.00
Management Fees From County	135,000.00	200,000.00	200,000.00	200,000.00
Utility Reimbursements From County	-	42,683.59	48,713.14	52,633.84
Events Rental	62,926.76	297,463.83	297,250.91	319,464.61
RV Hookups	3,852.00	40,248.00	37,095.00	40,100.01
Food & Beverage Sales	26,570.97	131,146.53	126,634.97	127,268.61
Shavings Sales	8,784.04	25,157.90	18,626.10	28,267.18
Total Income	237,133.77	761,199.85	769,375.90	769,234.25
Cost of Goods Sold				
Quality Horse Stalls	-	22,771.27	4,499.98	1,324.11
Food & Beverage Costs	12,832.55	63,928.77	58,374.74	60,608.66
Shavings & Events Supplies	5,394.90	18,623.10	18,672.64	20,461.65
Total COGS	18,227.45	105,323.14	81,547.36	82,394.42
Gross Profit	218,906.32	655,876.71	687,828.54	686,839.83
Expense				
Event Prizes	-	-	6,735.00	-
Travel	-	-	1,674.42	-
Supplies	-	-	2,410.99	-
Security Expense	-	1,200.00	(1,200.00)	-
Licenses & Permits	-	150.00	210.00	275.00
Pest Control	800.00	400.00	-	-
Freight	36.26	140.67	166.72	208.53
Payroll Expenses	42,246.62	221,815.93	220,194.95	196,114.46
Advertising & Promotion	4,785.02	7,443.41	1,541.72	410.00
Bank Service Charges	5.00	(28.00)	68.20	0.78
Business Licenses and Permits	50.00	-	-	-
Depreciation Expense	37,054.58	-	-	-
Dues & Subscriptions	-	761.02	1,223.64	1,118.42
Equipment Rental	43,079.56	154,575.00	153,962.50	142,762.50
Fuel & Oil	300.15	20.00	2,915.79	-
Insurance Expense	10,018.83	28,923.20	23,949.07	20,148.75
Janitorial Expense	2,701.15	13,380.52	11,965.63	10,243.91
Meals & Entertainment	108.92	33.25	40.25	-
Miscellaneous Expense	-	107.40	-	-
Office Supplies	1,538.85	6,212.62	4,872.92	3,594.15
Postage and Delivery	44.00	144.00	149.65	9.80
Professional Fees	1,340.00	480.00	11,609.26	2,000.00
Repairs & Maintenance	28,633.28	36,637.33	15,303.16	12,273.77
Contract Labor	10,673.00	9,827.24	10,503.00	17,025.59
Telephone Expense	678.13	3,285.82	3,489.90	3,648.21
Utilities				
Gas, Water, Electric, & Trash	6,088.29	50,906.29	57,444.59	63,007.93
Gross up for Utilities Net of County Reimb Above	-	42,683.59	48,713.14	52,633.84
Total Utilities	6,088.29	93,589.88	106,157.73	115,641.77
Cash Short (Long)	10.81	1,364.91	582.10	145.75
Total Expense	190,192.45	580,464.20	578,526.60	525,621.39
Net Ordinary Income	28,713.87	75,412.51	109,301.94	161,218.44
Other Income/Expense				
Gain on Sale	-	-	-	9,260.30
Other Income	66.56	380.35	638.79	203.50
Total Other Income	66.56	380.35	638.79	9,463.80
Total Income Subject to Lease % Split	28,780.43	75,792.86	109,940.73	170,682.24
Other Expense				
Profit Split Paid to County of Boone (i.e., partial Return of Management Fee)	-	53,055.00	73,268.25	116,685.62
Total Other Expense	-	53,055.00	73,268.25	116,685.62
Net Income	\$ 28,780.43	22,737.86	36,672.48	53,996.62