

City of San Diego
Automobile Sales Events at Qualcomm Stadium RFP
Questions and Answers

1. The City Tax Assessor has imposed a Possessory Interest Tax on this RFP of approximately \$100,000. Will the successful bidder be responsible for payment of the Possessory Interest Tax or will the City pay?

The County of San Diego, not the City, levies Possessory Interest Taxes (PIT). The successful bidder will be responsible for the payment of PIT levied by the County, if any. Also, see Section 33., "Taxes", on page 9 of Appendix B to the RFP.

2. Historically, the City has prohibited the Contractor of automobile sales events from allowing dealers outside the County of San Diego to participate in sales events at Qualcomm Stadium. Will the Contractor be permitted to allow automobile dealers whose DMV license and principle place of business is based outside the County of San Diego to participate in an automobile sales event under the RFP?

The RFP document does not contain such a prohibition; however, the successful bidder will be required to adhere to all local, state, and federal laws and regulations regarding the sales of motor vehicles, including any DMV regulations regarding the use out-of-city or out-of-county dealers.

3. Can an entity or individual whose principle business is selling vehicles and not promoting automobile sales by others (as demonstrated by references), be the Contractor under this RFP?

Yes.

4. The RFP indicates that failure to comply with the "mandatory requirements will disqualify a Proposal." What are the "mandatory requirements" of the RFP?

See answer below.

a. Is it a "mandatory requirement" that the Contractor be the actual show producer and will not be permitted to subcontract the event production to another producer as set forth at Section V, I, paragraph 8 on page 24 of the RFP?

See answer below.

b. Is it a "mandatory requirement" that the Contractor have previous experience in furnishing a record of proven new or used car sales events on a large scale level and a reputation within the San Diego area as set forth in the Qualifications and Experience section at page 23 of the RFP?

See answer below.

c. Is it a “mandatory requirement” that the Contractor have a dedicated Project Manager/Lead who has a minimum of five (5) years prior experience in accounts of similar type, size, and scope as set forth in page 23 para. 5 of the RFP?

d. Is it a “mandatory requirement” that the Contractor have a history of proper reporting of sales to the State Board of Equalization as set forth in page 23 para. 1 of the RFP?

See answer below.

e. Is it a “mandatory requirement” that the Contractor provide background, knowledge, resumes and experience dealing with similar projects and years of tenure for key personnel who will be assigned and dedicated to City’s account as set forth in page 23 para. 3 of the RFP?

See answer below.

f. Is it a “mandatory requirement” that the Contractor provide a minimum of three (3) references to demonstrate successful performance for work of similar size and scope as specified in the RFP during the past five (5) years as set forth in Section H on page 22 of the RFP?

See answer below.

g. Is it a “mandatory requirement” of the RFP, that the successful bidder have its principle place of business in the County of San Diego?

In response to 4.a. through 4.g. above, not necessarily. Pursuant to Section III.L., “Acceptability of Proposals”, on page 8 of the RFP, “The Stadium Manager shall determine which Proposers have met the requirements of the RFP. ... The Stadium Manager shall have the sole authority to determine whether any deviation from the requirements of this RFP is substantial in nature”.

5. The RFP makes reference to “competitive range” in various places including on page 8 and page 10. What is the definition of “competitive range?”

The Stadium Manager will determine the “competitive range” after reviewing all proposals that have been submitted.

6. Will the RFP become the operative agreement between the City and the Contractor or will a separate Contract govern the rights and obligations of the parties?

No. See Section V.A.2. on page 15 of the RFP and Appendix B to the RFP.

7. Page 24 of the RFP indicates that “minimum pricing level shall begin at \$425,000 and will occur in year one of the Contract.” Is there a minimum pricing level for years two and three, and if so at what level?

See Addendum A, page 24.

8. Will the failure to bid at this minimum level “disqualify” a Proposal? If not, will the City rank the price proposals on their merit?

The City may choose not to consider a proposal offering less than the Minimum Pricing. Additionally, any exception or deviation from the requirements of the RFP must be explained.

9. Have the members of the Evaluation Committee been chosen?

No, the City is in the process of putting the Evaluation Committee together.

10. Where will the pool of potential Evaluation Committee members come from?

A variety of sources, to best serve the needs of the City in this RFP, at the discretion of the Stadium Manager.

11. Will there be a separate Evaluation Committee for the Technical Proposal and the Price Proposal and will they be comprised of different membership?

No, the Evaluation Committee will evaluate both the Technical and Price Proposals.

12. What method or scale will be utilized by the Committee(s) to Rank the Technical Proposals and Price Proposals so that the proposal can ultimately be weighted 40% technical and 60% price as set forth in the RFP?

The Evaluation Committee will determine a rating/ranking system that in its opinion best serves the needs of the City in evaluating proposals based on the specifications of the RFP.

13. What is meant by the phrase “all costs inclusive” as set forth on page 24 Section VI, Paragraph A?

See Addendum A, page 24.