



ADDENDUM NO. 2

DATE: January 14, 2016
FROM: City of Grand Junction Purchasing Division
TO: All Offerors
RE: Event Ticketing/Staffing Services RFP-4143-15-NJ

Offerors responding to the above referenced solicitation are hereby instructed that the requirements have been clarified, modified, superseded and supplemented as to this date as hereinafter described.

Please make note of the following clarifications:

1. **Question 1:** "(4.1 / 4.3.3) Please clarify the partnership with Sutherlands Lumber Company as it relates to being a ticket outlet. Specifically, what are the expectations of the Contractor to work with Sutherlands? What ticket products are sold through Sutherlands? Is Sutherlands equipped to sell electronic tickets or pre-printed tickets? What are the business terms relative to settling sales between the Mesa County Fair and Sutherlands? Have they sold tickets in the past? Will the contractor be required to enter into a separate agreement with Sutherlands or is there already an agreement in place with the Mesa County Fair?"

Response:

- Mesa County has contracted with Sutherlands Lumber Company, as they are our Premier Sponsor, in providing a sole source ticket outlet. In other words, tickets can only be purchased at Fair front gate, through ticketing service provider, or at Sutherlands.
- Ticketing service providers will be required to work with Sutherlands in the distribution of hard tickets as well as the possibility of electronic distribution services located at Sutherlands.
- All ticket products will be required to be sold through Sutherlands, such as Fair tickets, Carnival, Grandstands events, etc.
- Sutherlands is not equipped to sell electronic tickets, however service provider will work with Sutherlands in providing preprinted tickets, as well as the possibility of electronic tickets.
- There are no business terms relative in settling sales between the Mesa County Fair and Sutherlands. All tickets sold through Sutherlands will be part of contract negotiated with ticketing services.
- Sutherlands has sold tickets in the past.
- Mesa County has an agreement with Sutherlands that they will be the sole outlet source for in-advance ticket sales. Contractor will not be required to enter into an agreement with Sutherlands. Number of tickets sold through Sutherlands Lumber Company will be part of the ticketing service agreement signed with Mesa County. Ticketing service provider will add all tickets sold through Sutherlands to the count and agreement negotiated through this RFP process.

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- 2. **Question 2:** “(4.2.2 – 4.2.3) Please provide a three year history of sales quantities by ticket item (gate admission, Carnival, PBR Bull Ride, et al.) by sales channel (box office, phone, outlet, online).”
Response: Please refer to Addendum 1 to this Solicitation for the requested information that is available.
- 3. **Question 3:** “(4.2.4) Please clarify the expectations are to work with “third party promoters in a coordinated effort”.”
Response: There are times where Grandstand events are inclusive with the purchase of a Fair ticket and there are times ticket services will be required to work with promoter on ticket pricing whether discounted pre-event or event day. Coordination with all ticketed events will be required between promoter, ticket service provider and Mesa County.
- 4. **Question 4:** “Do you charge any fees today for any ticket products at any point of sale, including outlets, phone, online, and at the box office? If yes, please provide detail.”
Response: No
- 5. **Question 5:** “Please provide details about internet access at the ticket selling and scanning locations. Is it wireless or wired? What is the current bandwidth (mb) of the Internet circuit(s)?”
Response: There is no wired internet access in ticket selling and scanning locations. Ticket Service provider will need to provide for wireless internet access.

The original solicitation for the project noted above is amended as noted.

All other conditions of subject remain the same.

Respectfully,



Nicholas C Jones, Buyer
City of Grand Junction, Colorado