



## RFP 24MCO637

### In response refer to RFP No. 24MCO637 Addendum 1 and Response to Questions September 16, 2024

Ladies/Gentlemen,

This addendum includes the following revised documents:

- PAGE 2 – COPIES AND RECEIPT – 1<sup>ST</sup> PARAGRAPH  
Please submit one (1) original, ~~three (3) copies~~, and an electronic copy on USB drive of the proposal. **An executed copy of the Proposal Affidavit SIGNED AND NOTARIZED (Page 7) must be included in each submission.** Please note that if no Proposal Affidavit is included, the response will be rejected. Midland County is exempt from all state and federal taxes. Tax exempt certificates are available upon request.
- PAGE 16 – MINIMUM FIRM QUALIFICATIONS – 4<sup>TH</sup> PARAGRAPH  
~~Provide a letter of reference from a banking institution indicating that the financial resources to insure complete and proper performance of the contract.~~ A copy of the most recent financial statement covering the last three (3) years of operation is also required.

This document contains questions submitted by prospective bidders and responses to those questions.

1. Can financial documents be marked proprietary to keep confidential?  
**Yes, please mark all bank documents as well as any other financial documents with the words PROPRIETARY. This includes any sort of bills or mortgage statements being sent as references for business.**
2. What if my bank doesn't provide reference as it against their policy?  
**In this Addendum 1, we are removing the request of a letter of reference from a banking institution. Please see above.**
3. Page 8, Tab E. What should the 4 references be?  
**These references can be letters of reference from your vendors, such as Ben E. Keith. These references can also include bills for your business location such as mortgage, tax statement, lease agreement, water or utilities.**

RFP No. 24MCO637 Addendum 1 and Response to Questions

4. Page 19, Criteria. Percentage of gross annual sales to be paid to Midland County. Is this the gross annual sales before or after sales tax?

**This will be the gross sales subtotal, before sales tax is applied. Midland County will not be asking for a percentage on the sales tax charged. For example, if Vendor charges consumer \$3.00 for a beverage, the customer is charged a total of \$3.24 (including tax). Midland County is to be paid a percentage on the \$3.00.**

5. What was the previous vendor paying Midland County for food and alcohol sales?

**10% of all net receipts after taxes up to total sales of \$100,000.00**

**15% of all net receipts between \$100,000.01 and \$200,000.00**

**20% of all net receipts above \$200,000.00.**