



Mayor Gavin Newsom
Phillip A. Ginsburg, General Manager

To: All Potential RFP Resopndents
Date: May 16, 2011

Request for Proposals for the Management of the Pro Shop, Food and Beverage Concessions and the provision of Professional Tennis Instruction at the Golden Gate Park Tennis Complex

Amendment No. 1

Thank you all for your interest in this RFP. The Department is issuing this First Amendment to the RFP to clarify the below elements of the RFP.

1. Correcting an error under Section “E,” Lease Negotiations, on page 17. The last sentence of this section beginning, “In this case....,” should be deleted. Section E should now read as follows:

“Upon selection of a respondent, city shall negotiate a lease that is consistent with the terms of this RFP and the successful respondent’s proposal. Upon successful agreement to all terms of the lease, the proposed lease will be taken to the Commission for approval.

In the event the General Manager of the Department determines that such negotiations are not proceeding satisfactorily, the City may, upon approval by the Commission, commence negotiations with another respondent, or begin the selection process.”

2. Correcting an error under Section “B”, Rates, on page 5, showing the gross revenues that pros made at the Golden Gate Tennis Complex in years 2007-2009. The last column reads “Number of Hours Lessons Taught.” It should read, “Number of Students Taught.” In addition, the “Revenue Generated by Pros” section has been modified to reflect exact numbers. Please see chart below.

Year	Revenue Generated by Pro	Number of Pros	Number of Students Taught
2007	\$27,746	2.5	887
2008	\$24,388	2	771
2009	\$19,014	1.5	647

In addition, to offer further information about our private lesson structure and usage from years 2007-2009, please see charts below:

2007

Description of Service	Rate Charged	Number of Students Taught	Gross Revenue Generated
One Hour Private Lesson	\$50/ hour	341	\$17,050
Half Hour Private Lesson	\$30/half hour	8	\$240
One Hour Semi-Private Lesson (2 people)	\$30/hour/person	20	\$600
One Hour Adult Group Lesson	\$20/hour/person	352	\$7,040
One Hour Junior Group	\$16/ hour/person	176	\$2,816
	Totals	887	\$27,746

2008

Description of Service	Rate Charged	Number of Students Taught	Gross Revenue Generated
One Hour Private Lesson	\$50/ hour	317	\$15,850
Half Hour Private Lesson	\$30/half hour	3	\$90
One Hour Semi-Private Lesson (2 people)	\$30/hour/person	10	\$300
One Hour Adult Group Lesson	\$20/hour/person	253	\$5,060
One Hour Junior Group	\$16/ hour/person	193	\$3,088
	Totals	776	\$24,388

2009

Description of Service	Rate Charged	Number of Students Taught	Gross Revenue Generated
One Hour Private Lesson	\$50/ hour	223	\$11,150
Half Hour Private Lesson	\$30/half hour	4	\$120
One Hour Semi-Private Lesson (2 people)	\$30/hour/person	6	\$180
One Hour Adult Group Lesson	\$20/hour/person	223	\$4,460
One Hour Junior Group	\$16/ hour/person	194	\$3,104
	Totals	650	\$19,014

3. Correcting an error in the first paragraph under Exhibit “C” on page 27 of the RFP.

Current language:

Lessee may reserve exclusive use of the Clubhouse including adjoining kitchen at no charge on up to twelve occasions (on no more than twelve days) per calendar year as part of this lease. In order to reserve the space, please complete a Special Event application on our website at least 30 days prior to the event. Such uses shall be limited to events sponsored by Lessee and may not involve allowing other groups to use the space. Such events shall require the written approval of the Permits and Reservations division at least 10 days in advance of said event, given at the Department’s sole and absolute discretion. In the event of any event after 6 pm, the Lessee will be required to pay for Park Patrol to monitor the event.

Corrected language:

Upon written approval of the Facility Coordinator and the Permits and Reservations Division at least ten days in advance of an event, the use of the Clubhouse, including the kitchen, may be available to the Lessee at the standard Recreation and Park usage fee. Such uses shall be limited to events sponsored by Lessee and may not involve allowing other groups to use the space. In the event of any event after 6 pm, the Lessee will be required to pay for Park Patrol to monitor the event.

4. Clarifying that the Lessee will not be permitted to provide tennis camps. They will, however, be permitted to operate tennis clinics. A tennis camp is defined as tennis instruction for a minimum of one week, for a minimum of three hours per day, teaching on more than one court. A clinic is defined as instruction for two hours or less by one tennis instructor on one court to no more than six individuals. QuickStart programs shall be permitted under the definition of clinic. All clinics are subject to approval by the Department.