

San Mateo County Harbor District		
RFP 26		
Response to Questions and Requests for Clarifications		
Question #	Question	District Response
1	Annual Gross Sales: The documented annual gross sales generated specifically by the previous ice cream shop tenant during its final three (3) active years of operation in this space.	2020:\$131,416.94 2021:\$155,078.25 2022:\$129,186.05
2	Historical Base Rent: What was the final monthly base rent per square foot charged to the previous ice cream shop tenant, and did that lease include an annual escalation percentage?	\$0.89/square foot Annual adjustment based on amount of the percentage change of the Consumer Price Index, All Urban Consumers, San Francisco-Oakland-San Jose for the year ending December 31.
3	Percentage Rent Yield: The average monthly or quarterly percentage rent yields realized by the District from that ice cream operator during that same 3-year historical window.	The lease included a percentage rent provision of 3%;however, no percentage rent payments were received by the District.
4	Seasonal Variance: Any available historical data showing the percentage drop-off in gross receipts between peak summer months (July–September) and off-peak winter months for that specific tenant.	For the same 3-year historical window, drops from Q3 to Q4: 2020: 36% 2021: 58% 2022: 70%
5	What is the maximum duration permitted for a rent-free or abated-rent build-out period (e.g., 60, 90, or 120 days)?	Undetermined
6	Is there a specific cap or maximum dollar amount available per tenant for the "improvement allowance"?	No
7	If a proposer requests a phased rent structure, are there specific baseline targets or formulas the Evaluation Committee prefers to see for the Year 1 ramp-up?	No

8	What was the monthly lease amount and percentage rent for the prior tenants before they vacated?	Monthly rent: \$20,500 Percentage rent as stated in lease: <ul style="list-style-type: none">•5% of gross receipts from food and beverage sales, excluding revenues generated from private events•3% of gross receipts from: •Private events •Use of the commissary kitchen•2.5% of gross receipts from: •Bulk and transfer sales •Unprepared seafood (including raw fillets) •Live, cooked, or cleaned crabs and other shellfish sold through the fish market •Customer-supplied seafood prepared by Tenant (e.g., cleaning, filleting, cooking)
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