



DEPARTMENT OF FINANCE

PROCUREMENT SERVICES

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ADDENDUM # 1
For RFP # TPEI-5077

TO: All Bidders

FROM: Procurement Services

DATE: July 6, 2018

SUBJECT: Tourism PEI (Signature Event – 2019) Request for Expression of Interest

Question:

Questions Regarding Signature – 2019

Specifically, the Signature Event – Defined Section includes requirements that we question and I will use a few of the statistics from our event to make the point. First, our annual average attendance for the six (6) years of our event was 65,000 spectators. That would qualify for your Bullet 1 but allocating 40% of sales to off island tourists cannot be quantified without at least one year's data.

Bullet 2. Our event was in the top five as to spectator attendance but the highest annual receipts we recorded was \$200,000.00 which is far below your minimum of \$1M.

Bullet 3. The economic impact we reached in the Region far exceeds your \$2M, but again without at least one (1) year's data it would be pure speculation as to achieving this milestone.

Bullets four (4) and five (5) are more qualitative than quantitative in nature and don't need clarification.

Answer:

In response to the above noted question and in particular to the "qualifying" criteria as listed under Section 4 of the Expression of Interest document (Signature Event - Defined) ... it is important to note that in order to qualify for provincial investment, initiatives must satisfy **one or more** of the following criteria. The operative wording is "**one or more**". While we understand and appreciate that a new or proposed event would not have any data (or limited data) to support the

achievement of certain criteria, the onus is on the applicant to demonstrate that the initiative has the capability to satisfy **one or more** of the criteria. Such demonstration may include (but not be limited to) previous experience with a similar initiative.

Notwithstanding the questions posed above, those applicants interested in being considered must provide a response in full to the information as requested in Step 1. It should be noted that this Step is for due diligence purposes and to assess the suitability of interested applicants!

END OF ADDENDUM.

Please return this sheet with your formal bid proposal.