

UNION STATION REDEVELOPMENT CORPORATION

To: Distribution via Email or Fax
From: David S. Ball, President
Date: July 25, 2011

Re: Addendum #2 to Proposals for Management of the Washington, D.C., Union Station Parking Garage.

This document is Addendum #2 to the July 6, 2011 Request for Proposals for the Management of the Washington D.C. Union Station Car/Bus Parking Facility. This document contains answers to received questions. The final date for submission of proposals is extended to Wednesday, August 3, 2011 by 12:00 p.m. EST. All other sections of the RFP are complete and unchanged.

Per page 33 of the RFP, please e-mail Dball@usrcdc.com and Famare@usrcdc.com to acknowledge your receipt of this notice.

Distribution:

- Mr. Andrew C. Blair, Colonial Parking
- Mr. Tony Tennant, Colonial Parking
- Mr. Brian G. Bush, Ampco System Parking
- Mr. Ian Larrabee, Central Parking
- Mr. Chris Sherman, Central Parking
- Mr. Jack Skelton, Republic Parking
- Mr. John W. Madden, Jr., Standard Parking
- Mr. Getachew Tesfaye, Landmark Parking
- Mr. Gregory S. Hatfield, Landmark Parking
- Mr. HR Crawford, Crawford/Edgewood Managers
- Ms. Patricia Tunstall, Edgewood Managers
- Mr. James H. Blondell, PMI
- Mr. Charles Lancaster, PMI
- Ms. Merseret Behanu, System Companies
- Mr. Jeff Pikulik, PRWT Services
- Mr. Henok Tesfaye, U Street Parking
- Mr. Forrest Friedman, Impark
- Mr. Rick Hotchkiss, The Hotchkiss Group
- Mr. Allen K. Bahn, American Consulting Services
- Mr. Aristides Rodriguez, Potomac Parking Logistics
- Mr. Mohamed Idris, MKN Parking
- Mr. Stephano Dubuc, Eparking
- Mr. Jonathon Gershowitz, Monument Parking
- Mr. Brien Rogers, Greyhound Lines
- Mr. Jim Proctor, Colonial Parking

Received Questions and Answers (A)

1. Greyhound has significant experience in managing bus terminals that it shares with other bus companies and in managing the intercity bus portion of intermodal facilities that it shares with other bus companies. Given that expertise, would Greyhound be able to partner with a parking management company to manage, or assist in the management of the bus deck?

A- USRC is negotiating a tenancy with Greyhound and prefers not to complicate ongoing negotiations. However, bidders are encouraged to reach out to intercity bus operators and seek assistance in developing a management plan for the bus deck.

2. Will the \$150,000 bid bond (paragraph A, Page 25 of the proposal) going to be returned to the offerer upon award of the contract?

A- The bid bond will be returned to bidders upon award of the contract.

3. Is there a performance bond required under the terms of the proposed contract?

A- A performance bond in the amount of \$250,000 is required. See page 14 of Appendix A-Contract.

4. A fixed fee management fee alternative is requested from the offerer (page 27, paragraph 2). Could you please clarify what would be included in a fixed management fee?

A- All offsite management and operating costs are included in the management fee.

5. Can we have copies of all the current rental car and any other agreements in place?

A- Copies of current monthly contracts can be viewed at our office by appointment only. Bidder may call USRC at 202-222-0271 for an appointment.

6. Can we have history of all elevator and escalator injury claims that have occurred during the past 24 months?

A- Outlined copy of garage incidents for the past 12 months is attached. The report includes all elevator and escalator injury claims.

7. In the optional management scenario, are all of the operating expenses fully reimbursable?

A- All approved operating expenses are fully reimbursable. All invoices are subject to review by USRC.

8. Please confirm all capital purchases such as signs, security cameras and related equipment and revenue control equipment upgrades are reimbursable.

A- All approved capital purchases are reimbursable.

9. Can the operator enter into a long-term agreement for the contracts that are currently month-to-month?

A- Operator can enter into long-term agreement for contracts that are currently month-to-month. All agreements are subject to approval by USRC.

10. Please provide copies of recent utility bills for the parking facility.

A- Copies of the most recent utility bills are attached.

11. Do the budget expenses on page 20 include payroll?

A- The budget expense on page 20 includes payroll.

12. Provide current staffing schedules for off-duty Metro Police and their rate of pay.

A- There is one off duty MPD coverage for 24 hours a day and 365 days a year. The hourly rate for MPD is between \$36.50 and \$45.00 an hour. Current operator also pays Medicare, social security, and unemployment tax benefits.

13. In lieu of a minimum license fee, will the USRC consider a monthly advance?

A- USRC will not provide an advance for the license fee.

14. Can the operator submit and will the USRC consider a fixed management fee compensation plan only?

A- Per page 24 of the RFP, bidder may choose to propose a fixed only management fee compensation plan.

15. Please provide criminal activity and arrests reported within the parking facility over the last 24 months.

A- Outlined copy of garage incidents for the past 12 months is attached. This includes all incidents that were reported to the police.

16. Who is responsible for cleaning the overhead ceiling glass and what is the budget expense for the service?

A- The garage operator is responsible for cleaning the ceiling glass. Current operator does not have a separate budget line item or a service contract agreement for cleaning this area. Bidder may propose a plan for cleaning.

17. Does the USRC own the sweeper currently in use at the facility?

A- The sweeper is owned by USRC. The Ford F-150 in use by the operator is also owned by USRC.

18. Does the current operator pay rent for the office space?

A- The current operator does not pay rent for the office space.

19. Will the USRC provide an adjustment in the minimum license fee if gross revenue should drop by 20%?

A- In an "Adverse Demand Event", USRC would consider an adjustment in the minimum license fee requirements. Adverse Demand Event means: (1) the cessation of Amtrak operations at Union Station; (2) the closing of the public common areas on Union Station; (3) the placement by any federal, state, or local government restrictions of the movement of vehicles into or out of the District of Columbia that results in a decrease in the number of vehicles using the garage by 20% when compared to the number of vehicles using the garage during the same calendar month in the prior contract year.

20. Provide a list of fixed assets, including all operating equipment that would be made available to the operator.

A- List of current garage equipment is provided on page 8 of the RFP. An inventory list of all other equipment is attached.

21. In light of the requirements of the RFP, will the USRC consider an extension to the due date?

A- The submission date for proposals is extended to August 3, 2011 by 12:00 p.m. EST.

Union Station Parking Garage Incident Report
Provided by USPG's Risk Management Department
July 2010 to June 2011

July 14, 2011

INCIDENT REPORTS
July 2010 to June 2011

DATE	LEVEL	SHORT DESCRIPTION OF INCIDENT
7/3/2010	Bus	Elder gentleman feel near elevators
7/22/2010	4th	Female was on ledge, suicide attempt
7/26/2010	Bus	Elder female slipped, landed on the ground while exiting Bolt Bus
8/4/2010	Rental	Male subject loitering in area of rental stating he was to pick up car
8/5/2010	2nd	Male subject from day before, suspected of attempting to steal car the day before
8/27/2010	1st	Female lost balance on escalator and fell while going down to Bus Deck level
9/29/2010	Bus	Bus backing out of parking space antenna a struck yellow sign and it fell
9/30/2010	Bus	DC cab & bus involved in an accident.
10/9/2010	2nd	Driver returned from trip and found driver's door lower side damaged
10/15/2010	1st	Patron found his driver side door damaged
10/15/2010	1st	Patron found her rear side panel and door damaged
10/18/2010	Ramp 1	Cab severely dented dumpster and did not stop/Construction crew observed
10/25/2010	4th	Patron noticed that her rear-view mirror was broken when she was leaving
11/13/2010	Ramp 2	Old Town Trolley Bus driver ignored the height bar and damaged roof of bus
11/17/2010	Mezz	Rental car patron's bag got caught in up escalator and pulled him down
12/4/2010	Mezz	Patron turned around on up escalator and lost his balance
12/10/2010	1st	Patron found dent and scrapes on the driver side rear panel
12/31/2010	Bus	Amtrak ordered evacuation of all areas/later learn bomb threat
12/31/2010	Cashier Exit	Patron had heart attack while exiting garage
1-4-5-2011	4th	Patron reported upon departure that her rear tag was missing
2/11/2011	Mezz	Patron fail after exiting the down escalator
2/25/2011	1st	Patron fell on down escalator to bus deck
3/14/2011	Mezz	Elder male fell on Elder Female and they both lost balance on up escalator
4/11/2011	Cashier Exit	Patron had no ticket and and drove thru exit without paying
4/30/2011	Bus	Slipped coming up steps to security office level
5/3/2011	Mezz	Patron fell on Rt Knee when escalator suddenly stopped
5/7/2011	2nd	Patron ignored heith restriction/damaged trailer/moved to bus deck
5/9/2011	Ramp 1	Cab patron step out of cab while it was in motion
5/13/2011	Bus	Cab and bus collided
5/25/2011	4th	Patron fell when down escalator to 3rd level suddenly stop
5/28/2011	Bus	Bolt Bus patron climbed in to luggage section and refused to come out
5/28/2011	2nd	Patron car was struck by another while parked
6/4/2011	Ramp 1	Two pains of glass fell over the taxk ramp
6/6/2011	Bus	Open Top Sightseeing bus ignored height and his sprinkler pipe and kept going
6/18/2011	Bus	Patron was talking on phone and tripped on curb
6/25/2011	Bus	Patron got off of crculator bus and was assaulted by a group of juveniles

GARAGE INVENTORY

As of 07/13/11

Project Manager Office

- 1 – Printer HP Color jet 1600
- 1 – Computer Dell (Monitor, CPU, Keyboard, Mouse)
- 1 – Telephone handset
- 1 – Shredder

Operations Manager Office

- 1 – Printer HP laser jet 1020
- 1 – Computer Dell (Monitor, CPU, Keyboard, Mouse)
- 1 – Telephone handset
- 1 – Paper shredder
- 2 – Radio chargers + radios

Front Desk

- 1 – Computer Dell (Monitor, CPU, Keyboard, Mouse)
- 1 – Telephone handset
- 1 – Fax machine
- 1 – Credit card terminal

Reception Room

- 1 – Glory Money counting machine
- 1 – Adding machine
- 1 – Coffee machine

Back Storage Room

- 1 – Laptop Toshiba
- 1 – Vacuum cleaner
- 1 – Drop safe
- 1- Fiber optic conversion unit

Personnel Room

- 1 – Microwave oven
- 1 – Water cooling dispenser
- 1 – Time clock machine
- 1 – Refrigerator
- 1- Kitchen table and 4 chairs

Security Room

- 7 – Two way radio's
- 1 – Radio base station
- 1 – Telephone handset
- 2 – Safes
- 2 – Computer monitors
- 1 – Printer
- 2 – CPUs
- 1 – Adding machine
- 1 – Mobile car battery chargers
- 1 – Intercom for pay-on-foot
- 1 – Water cooling dispenser
- 2 – CCTV monitors

Booth 1

- 1 – Phone
- 1 – Credit card terminal
- 1 – Barcode reader
- 1 – Fee computer terminal
- 1 – Drop safe

Booth 2

- 1 – Phone
- 1 – Credit card terminal
- 1 – Barcode reader
- 1 – Fee computer terminal
- 1 – Drop safe

Booth 3

- 1 – Phone
- 1 – Credit card terminal
- 1 – Barcode reader
- 1 – Fee computer terminal
- 1 – Drop safe

Entrance Lane

- 4 – Ticket spitter machines with access card readers
- 4 – Gate arms

Exit Lane

- 5 – Access card readers
- 5- Gate arms

Bus Level

- 2 – Automated Pay Stations

Level 1

- 4 – Gate arms
- 3 – Automated Pay Stations

Level 2

- 2 – Gate arms

Level 3

- 4– Gate arms with access card readers

Level 4

- 1– Gate arm

Mezzanine level

- 1– Gate arm
- 1– Set of tiger teeth

Level 3 Storage room

- 1– De Walt pressure washer
- 1– Husky hand tools

CCTV

- 34 Cameras: (a) Entrance exit piazza
(b) Bus level
(c) Security office
(d) Management office
(e) 1st Level

- 2- CCTV DVR recorders
1- Fiber optic conversion unit

Garage

- 1- Truck – Ford 2000 PPK
1- Tennant Mechanical Sweeper – Model 800
2- 10-foot step ladder

UNION STATION REDEVELOPMENT CORPORATION

C3-10978

RAI

February 7, 2011

Mr. Andre Stoffberg
Project Manager
USPG, LLC
30 Massachusetts Avenue, NE
Washington, DC 20002

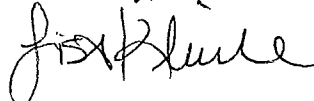
*Call 10/3/10
3/11/11*

Dear Andre:

Enclosed please find the utility invoice for the Union Station Parking Garage for the period September 7 – October 8, 2010 in the amount of \$25,287.74 and for the period October 8 – November 9, 2010 in the amount of \$23,745.46. After your review, please remit payment in full to the Union Station Redevelopment Corporation.

If you have any questions, please give us a call.

Sincerely,



Lisa Klimko

Enclosures

AA 103320

Jones Lang LaSalle

40 Massachusetts Avenue, NE
Washington, DC 20002
202-289-1908 Fax 202-289-4945

INVOICE

INVOICE NO:100810
DATE: January 5, 2011

To: USRC
Mr. David Ball
10 G Street, NE
Suite 504
Washington, DC 20002

KILOWATTS	DESCRIPTION	UNIT PRICE	AMOUNT
222,000	Kilowatts used for period (09/07/10-10/08/10)	.11391	\$25,287.74

TOTAL DUE **\$25,287.74**

Make all checks payable to: Union Station Investco, LLC
If you have any questions concerning this invoice, please call: Sha-Shawwna Wrenn, 202-289-1908

PAYMENT DUE UPON RECEIPT

Please Remit to:
Union Station Investco, LLC
JPMorgan Chase Bank
PO Box 35644
Newark, NJ 07193-5644

12/13/10

**Union Station Utility Meters
CONFIDENTIAL**

Parking Garage Electricity

PARKING GARAGE SUBSTATION

METER DATA:	Reading	Date	Multiplier:	1000 KWH
Current:	34183	10/08/10	Usage (KWH):	222000 KWH
Previous:	33961	09/07/10	Avg. KWH/day	7161 KWH/day
			Avg. Cost/KWH:	\$0.11391 /KWH
			Total Period Cost:	\$25,287.74

Meters sub-fed from the Parking Garage substation - data provided for information only:

Panel MDP2 meter (sub-fed from Parking Garage Substation):

			Multiplier:	1 KWH
Current:	288444	10/08/10	Usage (KWH):	4212 KWH
Previous:	284232	09/07/10	Avg. KWH/day	136 KWH/day

Sightseeing tour kiosk meter (sub-fed from Parking Garage Substation):

			Multiplier:	1 KWH
Current:	76431	10/08/10	Usage (KWH):	1762 KWH
Previous:	74669	09/07/10	Avg. KWH/day	57 KWH/day

Jones Lang LaSalle

40 Massachusetts Avenue, NE
Washington, DC 20002
202-289-1908 Fax 202-289-4945

INVOICE

INVOICE NO: 030811
DATE: March 8, 2011

To: **USRC**
Mr. David Ball
10 G Street, NE
Suite 504
Washington, DC 20002

payment to 03-00832
CR# 101384
3/29/11
Wrenn 3/31

KILOWATTS	DESCRIPTION	UNIT PRICE	AMOUNT
208,000	Kilowatts used for period (11/09/10-12/08/10)	.11532	\$23,985.95
TOTAL DUE			\$23,985.95

Make all checks payable to: Union Station Investco, LLC
If you have any questions concerning this invoice, please call: Sha-Shawna Wrenn, 202-289-1908

PAYMENT DUE UPON RECEIPT

Please Remit to:
Union Station Investco, LLC
JPMorgan Chase Bank
PO Box 35644
Newark, NJ 07193-5644

02/16/11

**Union Station Utility Meters
CONFIDENTIAL**

Parking Garage Electricity

PARKING GARAGE SUBSTATION

METER DATA:	Reading	Date	Multiplier:	1000 KWH
Current:	34606	12/08/10	Usage (KWH):	218000 KWH
Previous:	34388	11/09/10	Avg. KWH/day	7517 KWH/day
			Avg. Cost/KWH:	\$0.11532 /KWH
			Total Period Cost:	\$25,139.12

Meters sub-fed from the Parking Garage substation - data provided for information only:

Panel MDP2 meter (sub-fed from Parking Garage Substation):

			Multiplier:	1 KWH
Current:	295430	12/08/10	Usage (KWH):	3892 KWH
Previous:	291538	11/09/10	Avg. KWH/day	134 KWH/day

Sightseeing tour kiosk meter (sub-fed from Parking Garage Substation):

			Multiplier:	1 KWH
Current:	79235	12/08/10	Usage (KWH):	1385 KWH
Previous:	77850	11/09/10	Avg. KWH/day	48 KWH/day