

Responses to questions that have been received by the City of Peekskill regarding the Paramount Theater RFP:

- 1) What are the limitations of sponsorship? Can Peekskill divulge sponsorship and advertising agreements that are ongoing and existing and what is required by the city to fulfill said existing agreements. The City leases the theater and currently there are no prohibitions on sponsorship. As the property owner, the City does not have any sponsorship agreements. Advertising would be discussed with the new lessee and considered on a case by case basis. There are no advertising agreements with the current lessee. The current lessee has one sponsorship agreement with New York Presbyterian Hospital, good through September 2019. An renewal can be discussed with the hospital.
- 2) Over beyond the above questions, are any existing companies Peekskill is contractually committed to in terms of sponsorship in relation with the Paramount? Peekskill is not contracted with anyone since the City does not run the theater; we only own the building.
- 3) When does the previous lease officially terminate (date) and will proof be provided during contract negotiations? The previous lease will be terminated before entering into a new lease agreement with another entity.
- 4) Is there an existing email and address database from previous shows, if so, how many? The Paramount has a property data base of past shows and emails close to 54,000. This would be available to the new lessee for a fee negotiated with Red House.
- 5) Social Marketing: Is there an official page of the Paramount? Yes there is currently a Facebook page, twitter and Instagram.
- 6) Who legally runs the website? The current operator maintains control.
- 7) What's the shopping cart being used and is there a contract in place? If you are referring to the ticketing software, then you may be able to negotiate with Showare, the current ticketing system.
- 8) Are there any contracts outstanding entering this lease period? The current operator has shows booked through October which could be transferred to a new lessee.
- 9) Is there a full equipment list of all lighting and sound assets? There is a list on the Paramount Hudson Valley website, but some equipment has been removed from the theater. The theater currently has basic sound and lighting equipment. This was augmented by Red House Entertainment who helped redesign and enhance the sound of the room. This equipment belongs to Kurt Heitman of Red House, and discussions can be made about leasing or purchasing.
- 10) Full office list of assets Very minor office assets including telephones, desks, chairs and an old computer.
- 11) Does the venue have to be insured 24/7/365 or only during events? Must be insured 24/7/365 by the tenant.
- 12) Did the previous regime pay for utilities as prescribed in your RFP? The previous lease required payment of utilities by the tenant.
- 13) How much was he previous lease payment? 5% of net box office revenues
- 14) Utilities Inquiry:

) That said, is Peekskill committed to re-doing the HVAC system in full? The city is currently in contract with Honeywell to assess any insufficiencies with the HVAC system.

) Can the system be turned off or adjusted remotely? No. **The system runs continuously which explains the high cost of electricity.**

) Is Peekskill committed to complete before the move-in date? If not, who's responsible for the absorbent HVAC fees until such time? It has not been determined if the renovations can be completed before a new contract is executed. HVAC fees prior to completion of renovations can be discussed during lease negotiations.

) What is the ETA for that completion? The City's consultant, Honeywell, will submit a report shortly indicating repairs and cost options. The City anticipates distributing an RFP for the work, which will be completed as soon as feasible. No timeframe is available until the contractor is hired.

) Did the previous lessors pull out because of this issue? Unknown.

) What are the water costs? Average of \$1200 per year.

) Is the water system free of any impurities (lead, arsenic, etc.) due to the age of the pipes? The City's drinking water meets or exceeds all State and Federal regulations for drinking water.

) Are there any other costs besides utilities? Rent to be negotiated.

1. Who pays for insurance?

The lessee

2. Number of shows and number of attendees:

2018: 80 shows with average attendance of 400 per show.

2017: 70 shows with average attendance of 350 per show.

3. Recent top sellers with attendance numbers:

Melissa Etheridge:	1096
Jim Breuer:	1096
Almost Queen:	1096
Joan Rivers:	1000 (at each of two shows)
Marshall Tucker:	950
Kenny Loggins:	900
Artie Lange:	875
Sinbad:	850
Chris Botti:	800

4. Gas and Electric charges (2012 and 2018):

2012	Con Ed (GAS)	NYPA (ELECTRIC)
JAN		
FEB	\$3,016.47	\$4,931.01
MAR	\$4,960.96	\$3,942.08
APRIL	\$3,241.94	\$3,825.11
MAY	\$1,297.60	\$4,481.52
JUNE	\$411.30	\$6,487.43
JULY	\$0.00	\$7,998.85
AUG	\$0.00	\$9,618.61
SEPT	\$0.00	\$8,916.22
OCT		
NOV		
DEC		
TOTAL	\$12,928.27	\$50,200.83

2018	Con Ed (Gas)	NYPA (Electric)
January	\$ 6,432	\$ 6,110
February	\$ 4,643	\$ 5,003
March	\$ 3,254	\$ 5,543
April	\$ 2,545	\$ 7,216
May	\$ 1,027	\$ 5,681
June	\$ 31	\$ 6,457
July	\$ 31	\$ 9,165
August	\$ 32	\$ 10,741
September	\$ 31	\$ 12,196
October	\$ 31	\$ 11,934
November	\$ 1,298	\$ 10,114
December	\$ 2,416	\$ 7,572
Total	\$ 21,769	\$ 97,732

NOTE: The system currently runs continuously. Anticipated upgrades to HVAC are expected to reduce energy costs.