

## **Addendum No. 2**

### **Request for Proposals**

**To Purchase the Worcester County Shore Spirits Retail Liquor Store  
located at 122 Newtowne Boulevard  
in Pocomoke City, Worcester County, Maryland**

**Date of Issue: March 9, 2017**

**Included in this Addendum:**

**- Pre-Bid Inspection- Questions and Answers**

**Pre- Bid Inspection Worcester County Shore Spirits Retail Liquor Store**  
**March 8, 2017**  
**122 Newtowne Boulevard, Pocomoke City, Maryland**

1. The Request for Proposal (RFP) package and Addendum 1 was reviewed with interested bidders. Worcester County participants in attendance were as follows:

- a. Kelly Shannahan, Assistant Chief Administrative Officer
- b. Laura Burns-Reinhart, Interim Director of Liquor Control
- c. Maureen Howarth, County Attorney
- d. Jessica Wilson, Enterprise Fund Controller

2. Bids are due before 1:00 pm on March 17, 2017. Bids must be delivered as required or will not be considered. See the documents "Request for Proposals" and Instructions to Bidders for details.

3. Existing building areas and site were toured.

4. Questions were taken at the meeting and Answers are as follows:

**A. What are the FY 16 monthly sales for this location?**

<u>Month</u>	<u>Sales</u>
July 2015	\$ 103,786
August 2015	\$ 89,193
September 2015	\$ 80,109
October 2015	\$ 86,539
November 2015	\$ 85,244
December 2015	\$ 127,359
January 2016	\$ 71,351
February 2016	\$ 76,542
March 2016	\$ 79,296
April 2016	\$ 85,029
May 2016	\$ 92,806
June 2016	\$ 92,971
Total FY16	<u>\$ 1,070,225</u>

**B. How many employees does the County use at this location?**

Currently, 2 full time and one part time employee. However, in the summer there are longer hours and the store uses 2 full time and 2 part time employees.

**C. What does the General Expense line on the Schedule of Revenues and Expenses include?**

The General Expenses line on the Schedule of Revenues and Expenses is the other County departments that provide support staff to the Department of Liquor Control- controller, administration, legal etc.

**D. Does the Pocomoke location do wholesale business?**

No..

**E. Does the Pocomoke store need to be closed the week of settlement?**

This can be negotiated with the winning bidder but to do a physical inventory count for the final snapshot in the Bill of Sale the County believes some closure is important. It is difficult to do inventory if the store is open and making sales.

**F. What type of liquor license should the bidders apply for?**

Class A Beer, Wine and Liquor License/7 day. While the County previously limited sales to wine and liquor, this license would allow the licensee to sell beer, wine and liquor at this location.

**G. What is the cost of the Class A beer, wine, liquor license/7 day?**

Basic Cost is \$4,500. The renewal of this license will be \$4,675, this includes the \$175 application renewal fee.

**H. Which line item on the Schedule of Revenue and Expenses includes utilities?**

The utilities line on the Schedule of Revenues and Expenses includes the electricity and water and sewer. The maintenance lines includes the gas.

**I. What is the process with the Liquor License Commissioners?**

The Liquor License Commissioners is a State board. While it has County administrative staff that assists it and they meet in a County building, the County has no authority over the decisions they make. The Liquor License Commissioners will be the ones to decide whether a license is issued to the winning bidder or if other licenses are issued in the vicinity of the former County store. The radius restriction in the State law sunsets when the County sells the store.

Project: RFP for Purchase of Pocomoke Retail Liquor Store

Date: March 8, 2017 at 9:00 am

Location: Shore Spirits Retail Liquor Store - Pocomoke City

Name	Company	Phone #	Email Address
KALPESH PATEL VINOD PATEL	Kwik Liquor used to own Shop Kwik	443-614-7097 443-235-0342	Prutha012002@yahoo.com vinpat35@hotmail.com
Jesse Miller	Sons of Delaware	AW-251-0342	Smiller66@mchsi.com Smiller66@mchsi.com
Dirk W. Widdowson	Widdowson Dashiell PA 312 W. Main St #A - South 21801	410-546-0050	widdowsh@comcast.net Widdowsh
James Ezaoui	56th Market Beer & Wine O.C	443 497 6000	JameEzaoui@yahoo.com
JAMES RAMMOAN	9th St market	410-730 0637	S. RAMMOAN@aol.com
Minesh Patel	Kent liquor mart Dover, Del-19901	302-632-5974	minesh012@gmail.com
Ashwin Patel	Pacific Wine 18578 Coastal Hwy Rehoboth Beach DE-19977	302-399-1692	ashwin36@comcast.net

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10:50

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Ronak Patel Super soda  
Snow Hill MD-21863 410-632-5404 Ronak3189@yahoo.com