

**Question 17:** Section 1.2 of the RFP "...CMHC assumes the obligation of conducting the processing a fair and transparent manner." However, 2.4 (page 8) indicates "CMHC has no obligation to respond to any inquiry, and will determine whether it will respond to inquiries submitted." Please explain. These clauses seem to contradict each other. Does these questions relate to the RFP or CMHC's execution/administration of the contract?

**CMHC Response:**

Section 1.2 and Section 2.4 are related to the competitive tendering process. As stated in Section 1.2 CMHC will conduct the RFP process in a fair and transparent manner.

As stated in Section 2.4 Inquires all written questions submitted, which in the opinion of CMHC raise an issue that has the potential to affect all proponents, will be answered by CMHC in writing and distributed to all proponents by facsimile, e-mail or GETS.

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**Question 18:** Section 1.4 - "...Bound by terms of the RFP and proposal they submit." Does this mean there are no negotiations?

**CMHC Response:**

As outlined in Section 6.1 Overview of Section 6:

"Attached in Section 6.2 is a draft agreement containing terms and conditions that will form the basis of the agreement resulting from this RFP. CMHC reserves the right to add, delete or revise terms and conditions during negotiations.

Terms and conditions identified as "Mandatory" in the RFP or draft Agreement must be included in the agreement. The proponent's proposal and all associated correspondence from the proponent, where relevant, shall to the extent desired by CMHC, also form part of the resulting contract.

Submission of a proposal constitutes acknowledgement that the proponent has read and, unless otherwise stated in the proponent's proposal, agrees to be bound by the terms and conditions in the draft agreement in the event that the proponent is selected by CMHC to enter into a contract."

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**Question 19:** What is considered miscellaneous revenue?

**CMHC Response:**

Miscellaneous revenue is any revenue source that is not captured in the list:

- Theatre Rent
- Equipment Rent
- Technicians and Front of House Salary Recovery
- Supplies Recovery
- Janitorial Recovery

For example, concession revenue.

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**Question 20:** Are we, the proponent, allowed to present productions or plays or fundraisers?

**CMHC Response:**

The proponent may present productions, plays and fundraisers as long as they abide by the same rental rate structure and operations procedures as other users.

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**Question 21:** If the proponent is allowed to present productions or plays or fundraisers, and sells tickets, would the revenue generated be considered miscellaneous revenue, under the terms of the contract? Essentially, may we keep funds generated from our own productions?

**CMHC Response:**

Yes, as long as they abide by the same rental rate structure and operations procedures as other users.

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**Question 22:** The RFP states that a member of the CMHC staff will be needed on our Board. Will they help in Fundraising and other Board duties?

**CMHC Response:**

The Board Member can reasonably be expected to participate in the regular activities and duties of other board members.

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