



Saint Louis Zoo
Animals Always®

April 22, 2025

Addendum #1

Caricatures and Face Painting Program RFP 2025

Project Number: 2025-01-012

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ATTACHMENTS

1. Zoo Map
2. Caricatures stand
3. Face Painting

QUESTIONS | ANSWERS

1. What is zoo attendance by day? Can you detail attendance by type of admissions (member, general ticket, school/groups) This information will be utilized to create a revenue budget and estimate. **This is a complex question, and there is no good way to answer this to this exact specification. The Zoo has an annual attendance presently between 2.8 and 2.9 million guests. Depending on the season, month, or day of the week, daily attendance could vary from as few as hundreds, to the mid to upper 20,000s. March-October is considered our main season, with May-August as our biggest months. Weekends in the other months are busy as well. Weather is a huge factor in attendance overall. The Zoo is a free admission institution, so breakdowns are based on survey data and other known factors. Typically, attendance is 60/40 locals vs tourists. We have approximately 60,000 member households who average 1 to 3 visits per year. School groups account for large portions of attendance typically on Fridays in April and May, with a peak day of 100 plus buses and several thousand students. As noted, because the Zoo is free admission, we do get lots of group and school visits.**
2. Can you provide the current or expected seasonal operating schedule for the concessions? **The Zoo typically expects these operations to be open March to**

October, with at least weekends in March, April, September and October. The Zoo is open, however, to having the operations as much as they can be staffed and business is available.

3. Are the current stands/sales kiosks property of the Zoo or property of the current concession company? **Currently, all existing stands are the property of the current concession company. However, the Zoo is open to discussing other options.**
4. Can photos of the current locations/kiosks be provided as well as indicating their location on a zoo map? **See Attachment 1-Zoo map has the locations of the operations. The red triangle is the Caricatures stand (Attachment 2), and the red stars are Face Painting (Attachment 3). Images of these operations cannot be provided in their normal locations, as the Zoo is currently operating in a construction environment and these items are in temporary locations.**
5. Can an in-person site visit be scheduled prior to RFP deadline? **A site visit was not scheduled for this project. Bidders should respond to the scope of work in the Bid Set. The selection committee can make the determination based on proposals to invite to interview Bidders to ask clarifying questions regarding proposals**
6. Does the zoo provide an office space or storage space for the concession? **We have very limited storage space for this concession. We have space for two office cabinets at one of the entrances and then third of a standard cargo shipping container. The container is segmented from other storage and has its own door and lock.**

END OF ADDENDUM