



Questions & Answers

Greenway Beverage Garden RFP 2026

Operations

What hours / days of the week are expected if the Beverage Garden is operating in late Fall/Winter months?

We are open to Respondents' preferences and ideas regarding the hours that make sense for your business. Generally, the more you are open, the better. We have observed that consistency throughout the season leads to increased success and recommend that open hours change only once or twice per season depending on the time of year. For example, you could extend the open hours to 10 p.m. on weekends from June through September and then change your closing hours to 8 p.m. on weekends during cooler months like April and October.

One factor that can impact operations is when the potable water source is active. Our water pipes are not winter-proof and are typically turned on in early to mid-April and shut off the first week in November. If you can operate without running water, we are definitely open to the Beverage Garden opening earlier in the year and/or operating for a longer season, including the winter months.

Are you open to the sale of hard liquor?

We are open to the sale of hard liquor as part of your menu. In order to serve hard liquor, you would need to obtain a Farmer's Distillery License through the Commonwealth of Massachusetts or explore other options with a non-profit partner through the City of Boston.

Do you have access to a sewer line for waste disposal?

Unfortunately, we do not have access to the sewer lines. Any bathrooms and/or other liquid waste will need to be pumped out via a truck. To create access would be a significant construction project which the Conservancy is unable to fund at this time. If you are interested in investing in this project, we would be open to discussing.

Can you reconfirm access to onsite utilities and associated costs including voltage, phases, and amperage of the 200+ V electrical circuit?

There is no additional cost associated with the use of onsite utilities. Access is provided as part of the monthly Location Fee. The following utilities are available onsite:

- x8 20 amp / 120 V outlets
- x1 50 amp, 3 phase outlet (A recent repair to this outlet will require further investigation into the exact voltage. We will be able to confirm the voltage by the time the contract is rewarded. Historically, it has been 240V)
- Potable water between early to mid-April through the first week of November
- It is possible to add an additional 50 amp / 240 V outlet to the site if necessary

Does the Conservancy handle trash/waste disposal?

The Operator of the Beverage Garden is responsible for the disposal of all its onsite trash. The Conservancy has a supplemental services contractor that we can connect you with, though this is not mandatory and you can source your own vendors.

Finance and Admin

What are the approximate revenues for the past 5 years of this site?

While we cannot disclose a partner's internal financial information, the average number of transactions from 2021-2025 is roughly 65,000-66,000 transactions per year. This is reflective of a Tuesday through Sunday schedule between mid-April through the end of October. Please note that one transaction is not necessarily equivalent to one item as certain transactions could include multiple menu items.

Please bear in mind the number of transactions and sales are dependent on the weather (as this is an outdoor venue) and the skills and success of the Operator. It is important to understand that while The Greenway sees high foot traffic in this area, it does not guarantee automatic success for our partners. The Conservancy encourages all Respondents to carefully review the LOCATION, TERM, AND CONSIDERATIONS section of the RFP.

Are there operating expenses for the full calendar year if only operating May through October?

We only charge fees to our partner during operating months. If you are only operating from May through October, we do not expect any fees outside of this window.

No infrastructure should remain onsite over the winter months if you are closed and not operating. If there is an extenuating circumstance that prevents you from removing infrastructure over the winter, an agreement must be negotiated with the Conservancy that either incorporates a fee for storage or provides access to the infrastructure for either Conservancy and/or public use.

Can you share a contract template?

Please click on [this link](#) for an example of a contract.

Layout and Infrastructure

Is seating at the bar allowed?

The Conservancy has no issues with bar seating, though previous partners have not had this in the past.

Does all of the infrastructure onsite belong to the existing operator or will it stay onsite for the next operator?

All of the infrastructure currently onsite belongs to the current operator, Trillium Brewing, and will be removed should another operator take over. This includes the bathrooms (red building), coolers, storage containers, furniture, fencing, trash barrels, etc.

Are fire pits, decorative canopies, large umbrellas allowed?

We would be happy to review the layout and plans for onsite furniture. Anything purchased, especially structures like umbrellas and canopies, will need to be heavily weighted due to high winds in the area and approved by our Maintenance team. Fire pits are allowed, though would require additional permitting through the City of Boston. Typically, propane fire pits are the easiest to get permitted. All onsite furniture will need to be secured overnight.

Permitting

On the permitted capacity, the RFP indicates that we would set our permitted capacity. Is there an upper limit on the permitted capacity? During the walkthrough of the space, we heard the capacity is 500 people. There appeared to be roughly 25 tables of 8 seats/spaces leading to 200 "seats". Perhaps there is an allowance for additional people that are standing?

The Conservancy defers to the City of Boston's safety regulations and permitted capacity guidelines. The permitted capacity for the 2025 operations at Trillium Garden is 500 people. The capacity of the space will be determined during the permitting process and is based on several factors, including number of onsite restrooms, the stamped site plan, seating, etc. Standing room is allowed and accounts for over half of the current beverage garden's capacity.

For the daily event license, does it need to be a new "manager" every month? Does the manager have to be a MA resident?

We are unsure what this question is referring to and recommend reaching out to the City of Boston Licensing Board for permitting questions at licensingboard@boston.gov or 617-635-4170.

Are there any other permits/contracts required, e.g. a special public event license?

The Operator of the Beverage Garden is responsible for all permitting through the City of Boston or Commonwealth of Massachusetts and the Conservancy can support the selected Operator throughout the process

For City of Boston permitting, a [special one day alcohol license](#) is typically used to operate beer/wine/malt gardens. You can review the application and a checklist of requirements [here](#).

A Special Event permit is not required.

The most common supplemental permits may include;

- An [entertainment license](#) (either per occurrence or seasonally) if you are interested in either piped or live music onsite.
- Health Permits if you are interested in serving and/or preparing food onsite. Prepackaged, shelf stable food such as bags of pretzels, chips, etc. do not require permits.
- Other aspects of operations that could flag additional permits include generators, fire pits, building a structure over ten feet in height, etc.

Miscellaneous

Are you open to accepting proposals for beverage gardens in other locations on The Greenway?

If you have interest in another location, please mention this in your application, especially if you are open to piloting winter operations.