Questions & Answers
Dewey Square Activation RFP 2027

Operations

What hours / days of the week are expected if the Activation is operating in late Fall/Winter months?
There is no minimum vending window with this RFP. We are open to Respondents' preferences and ideas regarding the hours and seasonality that make sense for your business. Concepts could be seasonal, monthly, weekly, or some combination. Concepts looking to do singular events should alternatively apply via our Event Planning Form.

Generally, the more you are open, the better. We have observed that consistency 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 to 8 p.m. on weekends during cooler months like April and October.

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, you are welcome to vend into 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:

- Approximately 8,000 square feet of plaza
- Approximately 9,000 Square feet of lawn
- Electricity
    - Plaza
        - (2) 30A, 120V duplex
        - (1) 20A, 120V quadplex
        - (2) 50A, 208V outlet
        - (2) Standard 120V outlets
        - A backflow box which provides access to non-potable water (Installing a potable water connection is possible)
    - Lawn
        - (6) 20A, 120V duplex
        - (1) 20A, 120V quadplex
        - (1) 50A, 208V cam lock connection

Does the Conservancy handle trash/waste disposal?
The Operator of the Activation is responsible for the disposal of all its onsite trash. The Conservancy has a supplemental services contractor that you can contract with directly, though this is not mandatory and you are welcome to source your own vendors.

Can we utilize the lawn space at Dewey Square?
The Conservancy is open to proposals including the lawn space at Dewey Square on a limited basis. Please note that no heavy infrastructure is permitted to be left on the lawn for long periods of time. The availability of the lawn will depend on the number of events already planned for the season, the wear of the lawn, etc., and the Conservancy will work with the successful Respondent on the optimal use of the lawn for their operations.

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 our wine and beer gardens from 2022-2026 is roughly 7,500-9,000 transactions per season. This is reflective of a Tuesday through Saturday schedule from June through October. Please note that one transaction is not necessarily equivalent to one item as certain transactions could include multiple menu items.

Our Dewey Square food trucks have completed 33,000 transactions as of October, 2026, and completed over 45,000 transactions in 2025.

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 with over 100,000 travellers through South Station daily, it does not guarantee automatic success for our partners. The Conservancy

encourages all Respondents to carefully review the LOCATION, TERM, AND CONSIDERATIONS sections of the RFP.

What are the previous revenue minimums to the Conservancy? ***
In the past, the minimum bid for this site for beverage garden partners has been $2,000 monthly + 5% of the revenue. The minimum bid for food trucks is $25 daily + 8% of revenue. Due to the nature of this RFP and its ambiguity, we will not be enforcing a minimum bid and encourage businesses to bid something that is financially sustainable. The contract determined to provide the Best Value will not necessarily be the most financially beneficial contract to the Conservancy.
*** NOTE: Only commerce-based proposals are required to submit a financial proposal.

Are there operating expenses for the full calendar year if only operating May through October?
We only charge fees to our partner during operations. 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.

How long of a contract term would you be open to?
We understand that our partner may be making a significant capital investment in order to bring their Activation to life, so we are open to an initial contract of 2-3 years depending on the concept proposed. We are open to negotiating a contract extension after that period, if mutually agreeable.

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.

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.

Can we use the current infrastructure onsite? (Tables, Chairs, Umbrellas)
There are 18 tables with chairs and umbrellas on site during peak season. If you are interested in using our infrastructure as part of your footprint, please indicate this in your response. We may charge a rental fee to use our infrastructure.

Permitting

On the permitted capacity, the RFP indicates that we would set our permitted capacity. Is there an upper limit on the permitted capacity?
Public events do not typically have a permitted capacity unless they are fenced in or roped off. In the case of a fenced location, like a beverage garden, The Conservancy defers to the City of Boston's safety regulations and permitted capacity guidelines. The permitted capacity is based on several factors, including number of onsite restrooms, the stamped site plan, seating options, number and size of exits, etc. Standing room is allowed. We 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 Activation 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.

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.
- A Special Event permit may be required if your Activation is expecting over 100 attendees, includes food vending, generators, a stage, street closures, fire pits, building a structure over ten feet in height, etc.

Miscellaneous

Are you open to accepting proposals for activations in other locations on The Greenway?
This RFP is for our Dewey Square location only, however, if you have interest in another location, please mention this in your application, especially if you are open to piloting winter operations.

What is the timing of the mural installation?The 2027 mural installation will be happening in late Spring 2027, likely May, however this is subject to change.

Does the Conservancy provide security? The Conservancy has two full time Park Rangers that are on duty from roughly 7am-5pm 5 days a week during the winter months and up to 7 days a week during peak season. We also have rotating overnight security up to 5 nights a week. The selected partner is welcome to have additional security onsite or install cameras at their own cost.