

REQUEST FOR PROPOSAL

Terminal RFP CONCESSIONS OPPORTUNITY

Addendum No. 2

June 10, 2024

Final Date for Questions and Clarifications:
Thursday, July 19, 2024 by 5:00 pm CT

Proposal Due Date:

Monday, August 12, 2024, by 2:00 pm CT

Items	Change/Clarifications
Updated Attachment 4: Maps and Directory	Updated Terminal C map with concourse and Terminal A and C Pier timing.
Update Package 1: Concept Description and Minimum Requirements	<p>Concept Description: The location must may also have a variety of sides and dessert options.</p> <p>Minimum Requirements: The menu must may feature a least one vegan, one vegetarian, and one or gluten-free entree item and categorize items as such.</p>
Update Package 8: Minimum Requirements	<p>Minimum Requirements: The menu must may feature a least one vegan, one vegetarian, and one or gluten-free entree item and categorize items as such.</p>

<p>Questions</p>	<p>Answers</p>
<p>Is it possible to know the C concourse area that is in front of the C pier? Hard to see where the concourse is related to the pier in the C map.</p>	<p>Reference updated Package 4.</p>
<p>Is DFW's intent for Salty/Savory Snack x 3 in Package 6 that all three units be the same brand concept, or is the desire for a mix of 3 different brands?</p>	<p>No, it is not necessary for all three locations to be the same brand concept.</p>
<p>In packages that require fresh food will there be Storage options in the terminals, or will we need to carve out space in the spaces?</p>	<p>Storage is available on the ramp level for storage needs.</p> <p>The available locations for offsite storage may not be located in the same Terminal as the RFP location.</p> <p>Storage is available \$50 per square foot.</p>
<p>Could the airport provide the historical sales by concept by terminal for the past 2 to 3 years?</p>	<p>No, we are unable to provide that information.</p>

Questions	Change/Clarifications
<p>Please provide the future state of concessions space by square feet, concourse, and category (i.e. F&B, retail or service). Please elaborate on which spaces will go away and which spaces will be newly activated concession spaces.</p>	<p>For phases 2 and 3 of Terminal C, the details are currently unknown and will be determined at a later date. At this point, only the plans for phase one of Terminal C are confirmed.</p>
<p>Please indicate what airlines will shift into the new concourse F and/or how airline gate assignments will likely be allocated by each concourse. Please provide any information that would help indicate the disbursement of enplanements throughout each concourse once F is opened.</p>	<p>At this time, the specific airlines that will be transitioning to Terminal F remain undetermined. Currently, we do not possess this information.</p>
<p>Can we include alcohol sales in some of the larger QSR spaces, like fast food chicken or pizza?</p>	<p>Review the package requirements.</p>
<p>Could the airport supply enplanement data by terminal and by month?</p>	<p>DFW Airport's Traffic Statistics are available at: https://www.dfwairport.com/business/about/stats/</p>

Questions	Change/Clarifications
<p>Please define the differences between local/regional/national.</p>	<p>Local: A local is a brand that is marketed (Distributed and promoted in and/or developed for a relatively small and restricted geographical area.</p> <p>Regional: A regional brand is a brand where the area encompasses more than one metropolitan market.</p> <p>National: A national brand is a brand that is well-known, appearing nationwide, and achieving total or near-total geographical market coverage</p>
<p>Package 3 (Coffee - National or Regional) How can we get an idea on existing tenant details for the location B-2-111C-A01 Since design requirement on this package mentioned that "the selected proposer will be responsible for the demolition of all current finishes". Though, we would like to know the current location details to understand how much efforts needed to demolished existing finishes. Also, I appreciate if you can advise that, Is it must required to demolish complete finish or do we have options to use some of existing finishes?</p>	<p>The entire space must be demolished, and all finishes removed. The new partner will be required to apply new waterproof membrane and rehabilitate/replace all plumbing lines and plumbing fixtures feeding the space. If the framing is in good condition, the framing can remain; if there is rust and deterioration, the framing will need to be replaced. Main electrical and A/C units can be reused after proper maintenance and cleaning is performed.</p>
<p>Is there a map for Terminal C that shows the concourse where the C pier would be on the same map?</p>	<p>Reference updated Package 4.</p>

<p>Questions</p>	<p>Change/Clarifications</p>
<p>The minimum requirements for RFP Package 8 (Space No. B-2-106D-A01) provide in part that the proposed restaurant’s menu must feature at least one vegan, one vegetarian, and one gluten-free entrée. If the respondent is proposing a global hamburger QSR concept that meets the \$1B gross receipts threshold, however has a menu that is standardized at all 10,000+ locations in the United States – so customers trust and know what to expect when they see the brand’s identifying characteristics and marks – and such menu does not offer a vegan, vegetarian and/or gluten-free entrée, is DFW willing to waive such requirement if adding these options to the menu is impractical/not feasible from an operational and supply chain perspective?</p>	<p>See updated Package 8.</p>
<p>Curious as to the timing of responses to questions and clarifications on the current solicitation will be handled. Will questions be answered as they are asked, or will there be a defined waiting period and questions answered in block once a week, or ? Asking because the answers to major questions (right to form JVs vs. subleases) dictate the entire work and approach for proposal responses.</p>	<p>Questions and clarifications will be answered and posted as we receive them.</p>

<p>Questions</p>	<p>Change/Clarifications</p>
<p>Where do we access the presentations at the pre-bid for concessions RFP?</p>	<p>You may access the presentations from the pre-proposal conference here:</p> <p>https://sites.dfwairport.com/concessions/solicitations/current/index.php.</p> <p>Reference the "Presentations and Handouts" section.</p>
<p>Can the Store-within-a-Store space in C Pier offer coffee/cappuccino/espresso as part of its offering to complement the high-quality grab and go and baked goods? Space C-2-109E-A01</p>	<p>No.</p>
<p>A Pier Fast Food Chicken - Under minimum requirements, Item 2 states that the menu must feature at least one vegan, one vegetarian, and one gluten-free "entree" and categorize items as such. Given the food classification of chicken itself, would DFW permit side items to fulfill the need for special items in lieu of an entree?</p>	<p>See updated Package 1.</p>
<p>Understanding each location will have its own lease, does this package allow for sublease opportunities? Package 6?</p>	<p>Subleasing is allowed.</p>