

REQUEST FOR PROPOSAL

Terminal RFP CONCESSIONS OPPORTUNITY

Addendum No. 3

June 24, 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
Update Package 6 : Minimum Requirements	<p>Minimum Requirements:</p> <p>The menu must <u>may</u> feature a least one vegan, one vegetarian, and one <u>or</u> gluten-free entree <u>item</u> and categorize items as such.</p>

Questions	Answers
<p>Can you provide a definition of “sustainable and collapsible packaging”?</p>	<p>Sustainable packaging utilizes recyclable, or biodegradable materials that can be folded or flattened into a compact shape.</p>
<p>Seeking clarification on whether this RFP requires a Brand to give us (the concessionaire) Exclusive Rights to their brand for purposes of this RFP or if we just need Non-Exclusive Rights to their brand?</p>	<p>You must have exclusive rights for the package you are proposing on. This is to prevent multiple proposers bidding the same brand. For each package, the brand must decide who they want representing them.</p>
<p>Would it be possible to arrange a tour of one of the specific spaces included in this RFP?</p>	<p>No, unfortunately we are not able to provide tours of the spaces offered in this RFP.</p>
<p>If based on operating history at DFW and other U.S. airports, respondent has determined that the bid range (17% – 20% percentage rent) for the location offered under Attachment 1, Package 8 is not economically viable, are respondents free to propose a percentage rent structure outside of such range (understanding the MAG will be \$454,235 in the first lease year)?</p>	<p>No. MAG will begin in Year 2.</p>

<p>Questions</p>	<p>Change/Clarifications</p>
<p>Can you please provide historical concessions sales for each of the existing spaces included in this RFP?</p>	<p>No, we are unable to provide that information.</p>
<p>Can you please advise whether the following documents are exempt from the 60-page count: Copy of Proposal Deposit, Attachment 1, Attachment 2, and Resumes?</p>	<p>The deposit and resumes will not count towards the page limit. See Exhibit H: Attachment 1 and Attachment 2 will be in a separate envelope under Tab 7.</p>
<p>For uploads to Bonfire, can each Tab be uploaded as a single PDF conclusive of all submittal requirements within that tab, or do the uploads need to be broken down further (i.e. Tab 2 A: Concept/Brand, Tab 2 B: Concept Fit, and so on)? We ask this taking total page count into consideration and how page count may be affected if uploads are further divided into smaller sections.</p>	<p>Uploads by section. See page 17 in the RFP. Link: https://sites.dfwairport.com/concessions/solicitations/current/P3_438852.pdf</p>
<p>What are the storefront type/height/ceiling heights for the A-2-038I-A01 A Pier space in Package 6?</p>	<p>Please refer to the design condition details in the Tenant Design Manual. Link: https://sites.dfwairport.com/concessions/resources/construction/P3_438853.pdf</p>

<p>Questions</p>	<p>Change/Clarifications</p>
<p>Regarding Package 11, Space B-2-058C-A01, is there off-site storage available to support this space?</p>	<p>Refer to Addendum No. 2 regarding storage space. Link: https://sites.dfwairport.com/concessions/solicitations/current/P3_439610.pdf</p>
<p>For Package 8, Space B-2-106D-A01, is there auxiliary storage elsewhere in the facility, or is it all expected to be inside the proposed space? If so, is it cooler or freezer, or just dry?</p>	<p>Refer to Addendum No. 2 regarding storage space. Link: https://sites.dfwairport.com/concessions/solicitations/current/P3_439610.pdf</p>
<p>(Package 7) Space D-SV108 gate D16 Flexible Retail Can proposers wall off the narrower 11' wide area of this space and leave the entrance into the space at the wider end (17' 7"), as this would create more merchandisable space?</p>	<p>The space needs to remain open for line of sight.</p>
<p>Will you please provide the address for the hand copy submittal?</p>	<p>Refer to page 67 of the RFP: DFW Airport Headquarters Procurement and Materials Management Airport Concessions Request for Proposals Attn: Latrece Crownover 2400 Aviation Drive - 1st floor DFW Airport, TX 75261</p>

Questions	Change/Clarifications
<p>Regarding IX. Proposal Preparation & Submittal, #8: “Responses to the requirements in this RFP must be in full and complete answer form, numbered consecutively, with all requested information attached,” is “numbered consecutively” referring to listing out Proposal Submission Requirements outline (i.e. Tab 2: A. Concept/Brand, B. Concept Fit, and so on)? Do pages need to be numbered? If so, do we number consecutively, skipping any exempt pages such as Exhibits?</p>	<p>Yes, pages need to be numbered. Exhibits do not count towards page limits.</p>
<p>Can you please share a graph indicating enplanements by hour for each concourse?</p>	<p>Passenger traffic by hour for each concourse (Forecasted July 24) is available here. In addition, refer to Traffic Statistics for more details.</p>
<p>Please clarify what is meant by the percent rent category “allowances” – i.e., is the percentage rent paid by concessionaire on the sale of any promotional and/or discounted expected to be in the range of 11% – 14% (as opposed a higher percentage rent on the sale of regularly priced items)?</p>	<p>Yes, this is for promotional and/or discounted products.</p>

<p>Questions</p>	<p>Change/Clarifications</p>
<p>Currently, the process requires the development of a unified design concept for the entire package, even if my interest lies solely with a single location within it. Is there a way to tailor the concept to address a specific location within a multi-location package?</p>	<p>Each proposal must encompass all concepts for the entire package proposed but does allow for the opportunity to sublease. Review Solicitation 051324 for requirements. Link: https://sites.dfwairport.com/concessions/solicitations/current/P3_438852.pdf</p>
<p>What is the penalty if someone does not attend the Bonfire Workshop?</p>	<p>Attendance is not mandatory, but an acknowledgment is. Refer to page 18 of the RFP. Failure to submit a Bonfire Workshop Attendance Form will result in a FAIL. If you were unable to attend the Bonfire workshop in person, the Bonfire workshop is available for viewing on our website. Please refer to the "Presentations and Handouts" section: https://sites.dfwairport.com/concessions/solicitations/current/index.php</p>
<p>Given the level of detail requested in the RFP and the packages with multiple concepts, may you please exclude the table of contents, tabs, resumes, comparable locations and attachments? Can you also please provide at least 10 or 20 additional pages for the packages with multiple concepts? Specifically for Package 2, may you please allow for an additional 20 pages to properly respond to all requests regarding the five concepts?</p>	<p>Attachment 1 and 2 are in a separate envelope and do not count towards page limits.</p>

<p>Questions</p>	<p>Change/Clarifications</p>
<p>Are two or more owners allowed to team up on a submission for independent leases in packages 3, 6, 7, 9 and 10?</p>	<p>Yes.</p>
<p>Can a joint venture (two or more partners) be the Proposer?</p>	<p>Yes.</p>
<p>Please clarify the intent of the structure when referring to each location will be subject to an independent lease? Does this mean that the Proposer can be awarded multiple locations pursuant to each package but that each location within a package will be governed by a separate lease?</p>	<p>Yes, the proposer can be awarded the package but each location within the package will receive its own lease.</p>
<p>The minimum requirements for RFP Package 6 include that the proposed menus for these spaces must feature at least one gluten-free entrée as well as items packaged for take away. As these requirements seem more customary for full service restaurants with full meal options, and the Package 6 spaces consist of Salty/Savory Snack locations with very limited space, is DFW willing to waive such requirements if adding these options to the menus is impractical/not feasible due to the operations and space limitations of these locations?</p>	<p>Reference updated Package 6.</p>