

**REQUEST FOR PROPOSAL**

**Terminal RFP CONCESSIONS OPPORTUNITY**

**Addendum No. 4**

**July 19, 2024**

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

**NEW Proposal Due Date:**

**Monday, August 19, 2024, by 2:00 pm CT**

Items	Change/Clarifications
<p>Updated Due Date. See IV. Schedule page 9 in Solcitation 051324</p>	<p>Proposal Due Date Now: <b>Monday, August 19, 2024, by 2:00pm CT</b></p>
<p>Updated Percentage Participation language. See page 32, # 3, in Solicitation 051324.</p>	<p>Percentage Participation by way of a Joint Venture Agreement (<b>JOINT VENTURES ARE NOT AN OPTION FOR MULTI – LOCATION CONCEPTS UNLESS WAIVED IN WRITING via letter or email by the Vice President or designee of BDDD prior to proposal submission for discussion purposes.</b>):</p>
<p>Updated Exhibit F-1</p>	<p>Signature line included. The Exhibit F-1 <b>must</b> be signed.</p>
<p>Updated Package 7 - LOD square footage</p>	<p>Gourmet Market and Retail square footage increased from 2,658 to 2,895.</p>

<p><b>Questions</b></p>	<p><b>Answers</b></p>
<p>Seeking clarification of the use of the term MULTI - LOCATION requiring a waiver from BDDD to propose as a JV to meet ACDBE requirements. Is a multi-location concept any package with more than 1 unit? Or, is it a package where there are 2 or more of the exact same type of concept such as Package 6? Here is the excerpt from the RFP being referenced for clarification: 3. Percentage Participation by way of a Joint Venture Agreement (JOINT VENTURES ARE NOT AN OPTION FOR MULTI – LOCATION CONCEPTS UNLESS WAIVED IN WRITING BY the Vice President or designee of BDDD prior to proposal submission.):</p>	<p>Multiple locations in one package for both packages 1 and 6 are the same and require a waiver from BDDD. Ultimately, we encourage Sub-Lease arrangements but if the JV will have the ACDBE operating one or more locations that could be acceptable depending on how the JV is structured. This is why it is necessary that BDDD understand the rationale for the JV and approve the arrangement.</p>
<p>For an ACDBE firm looking at a single location package, would the target be 100%? Or should we simply enter the goal%?</p>	<p>On the Commitment form check the box 100% Self-Performance: The proposer, a certified ACDBE firm and sole concessionaire, is committed to meeting or exceeding the ACDBE goal through 100% self-performance. (If checked, must submit required ACDBE certificate). At the top of the form list the goal.</p>
<p>On certification agency slide, NCTRCA is first as well as being listed under TUCP, with the 30-45 day processing timeline. Which TUCP entries, if not NCTRCA, offer the 30-45 day timeline?</p>	<p>Proposers would need to check with the certifying entity on the certification processing time. The times listed were estimates from the certifying entity.</p>

Questions	Change/Clarifications
<p>If you are a 100% ACDBE entity do you have to do an outreach for additional ACDBE firms?</p>	<p>No. On the <b>ACDBE ACTIVE PARTICIPANT’s LIST fill out the Prime Concession information and then note N/A- self – Performance.</b></p>
<p>Should Exhibit F-1 be signed? In the copy at the end of the RFP document, there is a signature line, but on the Exhibit itself, there is not.</p>	<p>Yes. See updated Exhibit F-1.</p>
<p>If a proposing entity is a JV comprised of a non-ACDBE majority partner and an ACDBE minority partner, does the Exhibit C (Part 1 and Part 2) Form only need to be submitted for the JV entity as a whole, or does this also need to be submitted for each of the partner entities separately as well?</p>	<p>Submitted as a Joint Venture entity as a whole.</p>
<p>Package 7 - Terminal A - New Pier A - Unit A-2-027F-A01: Please provide detailed information regarding proposed “advertising zone” directly to the south of the proposed lease outline. Will the proposed “advertising” block access to the retail space? Please provide detailed.</p>	<p>The Advertising Zone is reserved for our Advertising partner. This is an unwallled space, open concourse space where temporary promotions can take place.</p>

<p><b>Questions</b></p>	<p><b>Change/Clarifications</b></p>
<p>On the LOD for Package 3 Space C-2-105F-A01, we have two questions on what is existing.</p> <p>1) The 2 small squares (about 1 ½ inch apart printed on letter paper) at the front near the queuing line (bottom left of the drawing), are those columns?</p> <p>2) Between those small squares, the vertical rectangle, is this a wall or something overhead?</p>	<p>Yes, these are existing Building Columns that will remain.</p>
<p>Can the airport provide detail drawings (plans, sections, elevations) of the proposed new Piers A and Pier C – including renderings? Looking for more detailed information on base-building treatment, materiality, and critical dimensions (ceiling heights) for all locations within these new Piers.</p>	<p>All of the information needed to present for the RFP is contained in the Tenant Design manual on the website. Refer to the design condition for the space that you are interested in.</p> <p><a href="https://sites.dfwairport.com/concessions/solicitations/current/index.php">https://sites.dfwairport.com/concessions/solicitations/current/index.php</a></p>
<p>Package 7 - Terminal D- Flexible Retail - D-SV108: Please confirm that proposed LOD extends from current service-corridor wall to face of existing wall tile. (11'-0") Meaning, the proposed LOD extends beyond the base-building, stainless steel columns. If this is the case, can the tenant propose a design to “build-out” up to this line and creating a typical “inline” store condition; or is the unit to remain open with lockable casework. Please provide detail design criteria specific to this unit.</p>	<p>Refer to the tenant design manual for details on the interior fit out and storefront treatments of all tenant spaces. The Tenant Design Manual can be found on the DFW Website.</p> <p><a href="https://sites.dfwairport.com/concessions/solicitations/current/index.php">https://sites.dfwairport.com/concessions/solicitations/current/index.php</a></p>

Questions	Change/Clarifications
<p>Once Terminal F is open, how many enplanements are forecasted for this terminal? Will they absorb flights from other Terminals, if so, from which ones?</p>	<p>This information is not available at this time.</p>
<p>When the renovation project begins for Terminal C, will flights be moved over to Terminal A?</p>	<p>This information is not available at this time.</p>
<p>Can you please provide 2023 EPAX by terminal?</p>	<p>Yes. Refer to the Concessions website under <b>Resources</b>. <a href="https://sites.dfwairport.com/concessions/solicitations/current/index.php">https://sites.dfwairport.com/concessions/solicitations/current/index.php</a></p>
<p>Can the Airport provide enplanement projections?</p>	<p>Refer to the Concessions website under <b>Resources</b>. <a href="https://sites.dfwairport.com/concessions/solicitations/current/index.php">https://sites.dfwairport.com/concessions/solicitations/current/index.php</a></p>

<b>Questions</b>	<b>Change/Clarifications</b>
<p>Is DFW going to surpass their projected 50M enplanements for 2030?</p>	<p>Yes.</p>
<p>Does the Airport have a marketing fee? Please provide details.</p>	<p>Yes. The current rate for FY24 is up to 0.5% of gross sales. Refer to the Schedule of Charges. <a href="https://www.dfwairport.com/business/about/investors/">https://www.dfwairport.com/business/about/investors/</a></p>
<p>Can renderings, floorplans, and materials be on 11x17 paper?</p>	<p>Yes.</p>
<p>Does the 11 pt font restriction include headers, subheadings, and tab names, or can we use a larger font for those items?</p>	<p>Larger font is acceptable for headers and subheadings.</p>

<b>Questions</b>	<b>Change/Clarifications</b>
<p>Should Exhibit A: Proposal Acknowledgment Form have a second page to complete what looks to be a notary section at the bottom of page 1?</p>	<p>Attach additional sheets if necessary for all owners.</p>
<p>Will DFW please consider allowing a 30-day extension to the submission date?</p>	<p>Solicitation 051324 has been extended to <b>Monday, August 19, 2024 at 2:00pm CT.</b></p>
<p>Along with the Exhibits, can Attachments 1 and 2 also be excluded from the page count?</p>	<p>Attachment 1 and 2 are in a separate envelope and do not count towards the page limit.</p>