

REQUEST FOR PROPOSAL
CONCESSIONS OPPORTUNITY

Addendum No. 4

November 6, 2017

Questions	Answers
I want to clarify that the Texas Cuisine location / Entertainment Bar (spaces D25/D33) are located in the North Village and do not fall under the new South Village specific criteria.	Yes.

<p>If we are successful we plan on operating as a newly formed Joint Venture. For submission purposes may a Proposer be the majority Joint Venture partner or are we required to fully form and submit as the new Joint Venture?</p>	<p>If a proposer enters into a joint venture agreement with a certified ACDBE partner, in which the ACDBE partner has financial risk and reward commensurate with the ACDBE participation goal for this concession opportunity. For example if the ACDBE goal is 35%, then the ACDBE concessionaire's risk in terms of investment in the operation and anticipated upside (reward) must be no less than 35%. If the proposer plans to participate in a joint venture with a certified ACDBE firm, the proposer must complete Exhibits F-1: ACDBE Commitment Form, F-2: ACDBE Intent to Perform, F-4: ACDBE Concessionaire Information, and provide a Draft Joint Venture Agreement and ACDBE Certificate(s). Submit with the proposal submission so that the proposed option is approved by the Vice President at the time proposal is submitted.</p> <p>For purposes of ACDBE participation, joint venture entities are not certified as ACDBEs. Draft Joint Venture Agreements shall be specific to the proposed concept and location. If proposer has a DFW-approved Joint Venture Agreement from a recent (2012-2014) award, proposer has the option to submit a new joint venture agreement specific to the proposed concept and location or add the new location via an amendment to the DFW-approved joint venture agreement on file only if there is no change in ownership interest percentages and roles and responsibilities. Proposer shall not submit a copy of a previously approved joint venture agreement applicable to a different location and not outline the ownership roles and responsibilities applicable to the proposed concept and location. If forming a new Joint Venture that has not been previously approved by DFW, you have the option to submit a Draft Joint Venture Agreement to DFW no later than 20 days prior to the proposal due date stated in the RFP for evaluation and feedback.</p>
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<p>If it is permissible to propose as the majority Joint Venture partner are we required to submit any Exhibits outside from Exhibit B from each entity partner?</p>	<p>If a proposer enters into a joint venture agreement with a certified ACDBE partner, in which the ACDBE partner has financial risk and reward commensurate with the ACDBE participation goal for this concession opportunity. For example if the ACDBE goal is 35%, then the ACDBE concessionaire’s risk in terms of investment in the operation and anticipated upside (reward) must be no less than 35%. If the proposer plans to participate in a joint venture with a certified ACDBE firm, the proposer must complete Exhibits F-1: ACDBE Commitment Form, F-2: ACDBE Intent to Perform, F-4: ACDBE Concessionaire Information, and provide a Draft Joint Venture Agreement and ACDBE Certificate(s). Submit with the proposal submission so that the proposed option is approved by the Vice President at the time proposal is submitted. Please note that JOINT VENTURES ARE NOT AN OPTION FOR MULTI – LOCATION CONCEPTS UNLESS WAIVED IN WRITING BY BDDD.</p>
<p>F&B-4: Can you provide CAD drawing file for D25 (Package F&B -4, D-NV101)?</p>	<p>No, PDF drawings will be provided to the successful proposer.</p>
<p>F&B-3: In concept description there must be a minimum of 8 flavor selections at all times. We are planning to bid a yogurt concept. The concept uses Taylor frozen yogurt machines. These machines offer three flavors each. Example: chocolate (flavor 1), vanilla (flavor 2) and a swirl of chocolate and vanilla (flavor 3). Thus if we had three machines in the concession this would be a flavor offering of a total of 9 flavors. Is this method of flavor counting acceptable?</p>	<p>Yes. Combinations can count as a flavor.</p>

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<p>RTL-11: My question today is in regards to RTL-11 Candy offering. We want to put forth the most competitive bid possible for this specialty retail. We were hoping to get historical comparable for candy retails currently operating at the airport. We are specifically looking for sales per year and sales per sq. feet. Is this information available? If so, where could I obtain it?</p>	<p>In FY17, Candy averaged \$1,347 per square foot at DFW.</p>
<p>Are there plans to add fillable forms for the Attachments and Exhibits to the website? If not, are small variations (due to formatting) to the documents acceptable?</p>	<p>Fillable Word documents are now available. Yes.</p>
<p>RTL9/RTL10: In Attachment 1: Package RTL-10, Travel Essentials with Coffee, has the same concept description as Package RTL-9, Travel Essentials. It states that "this location may include cold beverages," however there is no mention or specifics for coffee in RTL-10 Concept Description. Are these Categories and Concept Descriptions accurate? If so, can you please specify the differences that you are looking for within Travel Essentials and Travel Essentials with Coffee?</p>	<p>Coffee is allowed in Package RTL-10. "Only flavored or non-flavored basic drip/filtered coffee and tea allowed".</p>
<p>F&B-3: On the lease outline drawings for both C22 and D12, the specified "Design Condition" is blank. What is the Design Condition for C22? What is the Design Condition for D12?</p>	<p>Refer to the Tenant Design Manuals.</p>
<p>Will the airport accept the proposed design "as is," or will modifications need to be made after the selections are awarded.</p>	<p>Modifications may be required as needed to meet Tenant Design Manual, DFW Design Criteria and Airport expectations.</p>

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<p>F&B-4: Correct location of F&B-4: D25 Texas Cuisine. I could not find it on the floor. Is it the space currently occupied by Cool River?</p>	<p>Yes.</p>
<p>RTL-6: D25 Books / Travel essentials. Is it the space currently occupied by Simply Books and Starbucks?</p>	<p>Yes.</p>
<p>RTL-7: C11 Convenience Retail: Could not find the place.</p>	<p>Please review the Terminal Maps. https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_906382.pdf</p>
<p>RTL-10: C7 Travel Essentials & Coffee. Exact location?</p>	<p>Please review the Terminal Maps. https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_906382.pdf</p>
<p>RTL-9: D22 LS Travel Essential & Coffee. Exact location?</p>	<p>Please review the Terminal Maps. https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_906382.pdf</p>
<p>I have a question about Exhibit E, at the bottom when you say “principal of business” are you referring to (city, state)?</p>	<p>Category of business, e.g. Restaurant, Travel Essential.</p>
<p>In the December 5, 2014 RFP, Package D2-3 for Snacks offered a term of 7 years. For the current RFP, due December 12th 2017, Packages F&B-2 and F&B-3, which are both for Snack Concepts, offers a lease term of only 5 years. The investment for the current snack packages will equal or exceed the investment in previous packages. The average construction cost per square foot in FY 17 at DFW is in excess of \$464. A 5 year term does not allow the concession owner sufficient recover the cost of the investment and earn a reasonable rate of return. It places proposed bidders of these packages at a competitive disadvantage against other packages in this RFP.</p>	<p>The term for this package is 5 years.</p>

Please continue to check our website www.dfwairport.com/concessions for updates.