**REQUEST FOR PROPOSAL**

**CONCESSIONS OPPORTUNITY**

**Addendum No. 4**

**February 11, 2021**

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| Item | Change/Clarification |
| RFP Page 14, under “Award Limit”, Clarify if the policy that no one concessionaire may operate more than 25% of concession lease locations for any business line of business applies to the three COVID-19 locations. | The award limit will not apply to this RFP. |
| RFP Page 15, bottom paragraph in bold relating to brands - Does this apply to the COVID-19 locations, as there are limited numbers of manufacturers of testing kits and vaccines? | This is referring to the clinic or lab brand(s). |
| Is passenger data by terminal available for 2019 and 2020? Can you provide your proposed, forecasted enplanements for 2021 by terminal? | See link below to passenger data.  <https://www.dfwairport.com/stats/index.php> |
| Within the brand section, it states “Note: a hard copy of the test results must be available in the approved governing agencies form”. Please explain if this just means that we have to provide a patient with a hard copy of their test results versus a specific government agency form(s)? | The testing results must be presented in the form of a hard copy that has been approved by the destination governing agency. |
| Tab 2.3 Asks for financial statements. How many years? | 2 years |
| Since DFW is completing the design and buildout, please confirm that the MWBE requirement does not apply. | See Addendum 3. |
| RFP page 18, Item 7, supplier registration - If the proposing entity is a JV, should the JV and each entity register, or just the JV? Should this registration occur prior to proposal submission? | It’s not necessary to register prior to proposal submission. |
| Is one JV allowed for the overall proposer to operate all three locations, given the notation that “JOINT VENTURES ARE NOT AN OPTION FOR MULTI-LOCATION CONCEPTS”? Is pre-approval as noted required? | Yes  **(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.)**: |
| Is F-4 to be provided for ACDBE participation under goods and services if it is not through a joint venture arrangement, since starting on page 2 of the document, all questions relate to the joint venture. | No F-4 does not need to be included. Only F-1 and F-2. |
| We have a national Women's Business Council Certification and will have an affiliate certification with Women's Business Council Southwest.  Does that meet the requirements for the RFP? | See Addendum 3. |
| The RFP states: "If the ACDBE goal established is 0%, this subsection may be omitted."  Does this mean that proposers are not required to participate in this requirement if we are unable to find an ACDBE partner before the proposal deadline? | The established goal for this proposal is 20%.  Per the U.S. Department of Transportation 49 CFR Part 23 and 26). A proposer shall either meet the specific ACDBE goal for this concession opportunity (20%), or in the alternative, demonstrate that the proposer has made sufficient good faith efforts to meet the goal in accordance with the good faith effort provisions of Part 23 and 26. |
| Given that DFW is funding the build out of the spaces, does the M/WBE goal of 30% still apply to our bid? See page 2 of Exhibit F-5 "The tenet finish out (design and construction) M/WBE participation goal for this solicitation is 30%." | See Addendum 3 |
| Does a national Women's Business Council Certification and an affiliate certification with Women's Business Council Southwest will meet the requirements for WBE certification Women’s Business Council Southwest, or if you can provide us a direct link where we can locate this answer. | A Women's Business Enterprise National Council Certification and an affiliate certification with the Women's Business Council Southwest will meet the M/WBE certification requirements for the M/WBE goal for design and construction. It **does not meet the ACDBE certification requirement**for the ACDBE goal. |
| If the firm has WBE certification through the National Women’s Business Council Certification and the Women’s Business Council Southwest will provide an affiliate certification, is that acceptable to DFW? | See response above. |
| If the lead bidder is a certified WBE through an approved entity, is it acceptable if they have applied for ACDBE certification at the time of proposal submittal (but not received their certificate)? | NO. In order to credit the participation of an ACDBE towards the goal stated in the RFP, the Airport requires that ACDBE firms be certified by an approved certification entity at the time of proposal submission**. The Airport will not accept pending certifications.** |
| If the lead bidder is a certified WBE through an approved entity, does the same Good Faith Effort criteria apply for the ACDBE Goal?  If so, what supporting documentation does the WBE need to provide to show they cannot meet the 20% ACDBE goal? | Yes, the same Good Faith Effort criteria apply for the ACDBE Goal? See Exhibit F-3 |
| Is it acceptable for the lead bidder (a certified WBE) to use a large business as a subcontractor? | No. |
| Will DFW accept an extension on a certificate where an ACDBE application has been submitted (and if yes, what documentation would they need presented that the application is pending approval)? | NO. In order to credit the participation of an ACDBE towards the goal stated in the RFP, the Airport requires that ACDBE firms be certified by an approved certification entity at the time of proposal submission**. The Airport will not accept pending certifications.** |
| Can you supply the approved NAICS codes would be qualify for this RFP? | BDDD does not approve NAICS codes. The proposer must have the proper NAICS codes for the work they are proposing. |
| Will you start the build out of the 3 spaces prior to awarding to final selection of proposer? Or will the successful vendor be able to feed into the design specifications? | The locations are scheduled to be complete by March 2021. Any proposed changes or additions can be submitted to the Concessions Department for consideration. Any changes will be on the operator’s expense. |
| Will following conditions from the draft operating permit apply:  Employee discount and street pricing? | Employee discounts will not be required.  However, all guests should expect to pay prices comparable to street side operations. |
| What is your forecast for the number of international passengers as a percentage of total passengers?   Do you have this data by month? | See Addendum 2. |
| If DFW is building out the 3 modular units, are additional construction costs expected? | See Addendum 3. |
| Will there be other vendors on-site at DFW that are providing PCR or rapid COVID testing once the contract is awarded? | See Addendum 2. |
| Given the uncertainty of testing volumes, is it acceptable to submit RFPs in which rents are 100% relative to gross receipts and with zero (or a very small) fixed MAG? | Please refer to the Attachment 1 Package Document.  There is no MAG for this opportunity and percentage rents must be within stated ranges. |
| What are typical ranges of percentages of gross receipts offered? | Please review Attachment 1 Package Document  <https://www.dfwairport.com/concessions/solicitations/current/> |
| Do the sales estimates represent best estimates at the time of bidding, or do they carry any minimum commitment with them? | Yes, the sales estimates represent best estimates at the time of bidding. |
| Will DFW consider a due date extension beyond February 18th? | No |
| Because the RFP notes that each location will have a separate lease, should the proforma be presented per location? | Yes |
| Please explain how the percentage rent will work when we accept insurance and have to wait on reimbursement which will vary by individual. For example, would we pay percent on the copay and then again on the amount reimbursed by insurance? | Yes.  Both copay from the customer and reimbursement from insurance would be considered gross receipts. |
| Would DFW Airport give thought to dedicating each of the three locations to a specific task? One of the sites should be a dedicated testing space, while the remaining others a site for collection/isolation, and another separate space for vaccination and waste/supplies. | DFW will take this into consideration. |
| In order to better understand airport security in relation to passenger accessibility to various test locations in D terminal, and to better integrate our laboratory service with your airport procedures, prior to development and setup, will the bidder be provided a breakdown of passenger movement and whether or not the tests/vaccination will be purchased while in the terminal or prior to arrival/deplaning? | Services rendered on the secure side of the terminals would generally be for passengers preparing to board a flight to a destination requiring proof of negative test or vaccination. |
| Could blueprints be added to the RFP's addenda that includes the electrical system, water lines, HVAC exhaust immediately at and surrounding each of the three lab spaces? If not, could the winning bidder be offered a guided tour and assistance with determining these elements afterward? | No. Yes, the successful proposer will be provided a tour and assistance, if needed |
| Will DFW be vetting potential bidders over items such as determination of regulatory compliance, extent of throughput capacity, data security, and quality assay development that is forward thinking? | Please refer to page 14 in the Request for Proposal (RFP) for proposal evaluation criteria. |
| Can you please confirm with the volume of traffic that DFW does on a daily average, DFW anticipates an avg. of only 20 tests per site, per day? | See Addendum 2. |

Please continue to check our website [www.dfwairport.com/concessions](http://www.dfwairport.com/concessions) for updates.