



REQUEST FOR PROPOSAL
CONCESSIONS OPPORTUNITY

Addendum No. 4

April 29, 2022

Final Date for Questions and Clarifications - Monday, May 9, 2022, 2022 by 5:00 pm CST

Proposal Due Date Monday, May 23, 2022, at 2:00 pm CST

Questions	Answers
Can you please help me understand the deposit requested? Is that a standard deposit amount needed in order to have my machines in the airport?	Yes. The proposal (security) deposit is required of all partners.
Is there someone who can walk people through the process?	Not during the RFP solicitation process. See the below links to the Outreach, Pre-Proposal, and to the RFP. Please read the instructions carefully. https://sites.dfwairport.com/concessions/solicitations/current/index.php
How best to approach and provide a proposal?	If interested follow the RFP instructions below for submitting a proposal: https://sites.dfwairport.com/concessions/solicitations/current/index.php
Determination of Non-Responsive Proposers – would the authority like to know if we have discontinued operations at any airports recently and why?	See and review page 10 in the RFP. https://sites.dfwairport.com/concessions/solicitations/current/index.php
How can confidential information in our responses be kept confidential? Can we submit a redacted version without confidential information?	Items can be labeled confidential. However, proposal submissions are subject to open records.

<p>Can the airport provide storage space?</p>	<p>Storage space is available at \$50 per square foot per year.</p>
<p>Our Texas based ACDBE certified firm has submitted an application for SBEC certification. On page 38 of the RFP, section 2.4 states that certification must be complete at the time of the proposal's submission. Can this be amended to allow a qualified firm that has applied for SBEC certification but not received a response to participate in the selection process?</p>	<p>A firm must be certified as an SBEC at the time of proposal submission to be counted towards the SBEC opportunity.</p>
<p>What happens if we have an ACBDE vender that doesn't show on the ACDBE-certified vendors' airport directory, can we still use them? Link: https://dfw.diversitysoftware.com/FrontEnd/VendorSearchPublic.asp?TN=dfw&XID=5886</p>	<p>The Concessionaire must submit to BDDD a properly completed ACDBE Certification Certificate or letter.</p>
<p>On ACDBE percentage of Goods/Services towards Vendor Purchases, does this mean we have to achieve the ACDBE goal (20%) of the gross revenue, or is the ACDBE goal (20%) of the cost of goods sold? Please confirm that the percentage is based on gross revenue rather than the cost of goods/services, is 20% mentioned as a minimum ACDBE participation for Automated Retail vending?</p>	<p>The goal is based on 20% of gross revenue and is the minimum participation for Automated Retail Vending Concession.</p>
<p>For automated retail vending, there is no build out designing or construction, units come ready to be operated, units are prefabricated. Do the MWBE requirements still stand?</p>	<p>The Commitment Form still stands and must be completed and executed for any future design or construction, but a Compliance Document does not need to be completed now only if there is build out in the future.</p>
<p>We are a certified MBE as a company, we are also not sure how our certification has a role in the RFP requirements. If we already are one, do we automatically fulfill this requirement?</p>	<p>The Airport Board has adopted a policy which establishes a goal for the participation of Minority/Women Business Enterprises (M/WBEs) in the design and construction finish outs/improvements by tenants and concessionaires. The M/WBE package-specific goal established for design and construction is 30% for each location.</p>
<p>ACDBE Certifications requirements - If the company is already certified by the Texas department of transportation is the North Central Texas Certification Agency requirement valid?</p>	<p>Approved entities for ACDBE: a. North Central Texas Regional Certification Agency (NCTRCA) b. U.S. Department of Transportation-approved Unified Certification Program (TUCP).</p>



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

If you have any questions regarding this matter, contact during normal working hours (8:00 AM to 4:30 PM, Monday through Friday) at the email address of jtuid@dfwairport.com.

Sincerely,

Joy Tuid, MPPA
Sr. Contract Administrator
Procurement and Materials Management Department