



**REQUEST FOR PROPOSAL**  
**CONCESSIONS OPPORTUNITY**

**Addendum No. 5**

**May 6, 2022**

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

**Proposals NOW Due Date Tuesday, May 31, 2022, at 2:00 pm CST**

Item	Change/Clarification
Revised due date for Proposals.	Proposals <b>Now</b> Due: Tuesday, May 31, 2022 by 2:00pm CST

Questions	Answers
Being new to this process, it would help if we could have an understanding of what the average dollar transaction per customer is that are similar formats to ours.	Please see the information below.  FY19 Average Transaction Value  Bar                   \$20.82 Coffee               \$6.67 Travel Essential \$8.01
It would be helpful for us to know what the average revenue is for formats similar to ours.	Please see the information below.  FY19 Average Gross Receipts per S.F.  Bar                   \$1,183.43 Coffee               \$2,593.15 Travel Essential \$1,996.23
Can a submittal extension be granted?	Yes. Proposals now due Tuesday, May 31, 2022 at 2:00pm CST.
It would be greatly appreciated if DFW would consider extending the deadline for a reasonable amount of time, given that the SBEC certification opportunities are the first for DFW.	Yes. Proposals now due Tuesday, May 31, 2022 at 2:00pm CST.
F&B-4 Themed Bar – Can you tell me the height of the ceilings? I have a couple of large items that I would like to use in that space, can I get an 8x8 dimensions in the terminal? Is there a ramp view?	Tenants can build ceilings at whatever height is architecturally possible with a maximum height of 14 feet to the structure above in the terminals.

	<p>Public concourse ceilings range from 9'-14' in the legacy terminals and in terminal D the ceiling range between 12' and 90'.</p> <p>Yes, you can get items that measure 8x8 into any of the Terminals, typically done by opening the emergency exit doors; the specific location will depend on which terminal.</p>
<p>SVC-5 Automated Retail Vending: Can you send me your pricing and availability?</p>	<p>See Attachment 1: Package Documents for SVC-5 and Schedule of Charges for additional cost.</p> <p><b>FY2022 Schedule of Charges:</b>  <a href="https://assets.ctfassets.net/m2p70vmwc019/5jMEXbw4L6Pa23HxTVVmls/40432ed89185d60d8d5ad8cf60f775a5/FY_2022_Schedule_of_Charges.pdf">https://assets.ctfassets.net/m2p70vmwc019/5jMEXbw4L6Pa23HxTVVmls/40432ed89185d60d8d5ad8cf60f775a5/FY_2022_Schedule_of_Charges.pdf</a></p>
<p>How best to approach and provide a proposal?</p>	<p>If interested, follow the RFP instructions below for submitting a proposal:</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>I have been trying to register for the RFP pre-proposal presentation meeting today for the 18th of April, however I haven't had success finding the link. Would you be able to help me register for it?</p>	<p>The Pre-Proposal video is a recorded session. Registration is not required to view. Under Resources, please see the <b>Pre-Proposal Video Presentation</b>.</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>I'm looking to place an RFP for retail vending. To assure I'm taking the correct steps prior to May 23, will I only need to complete the SVC-5 attachment?</p>	<p>If interested only in SVC-5 Automated Retail Vending, please follow all instructions in the RFP and submit the required documents, including the package document.</p>
<p>I wanted to know what the process is to request RFP docs (public information) for the previous RFP conducted (Terminal F, Phase 1, released 5/1/2019). I wanted to request the redacted copies of the Proposals Submitted, Rankings/Scoring and the lease signed with the awarded concessionaire.</p>	<p>Please contact DFW legal department for any open records request.</p>

Understanding that the square footage for the A08 Bar & Coffee is increased over the Bleu Mediterranean unit that serviced the passenger in DFW fiscal year ending Sept 30, 2019, what is driving the establishment of annual MAG of \$425,017 given annual bar sales were \$864,674 for a full year in a pre-COVID environment?	The A08 Bar & Coffee will have the ability to service the entire integrated area designated. The current location is limited to only its available footprint.
Do I have to do the procedure document before anything or what is the first step? To getting a bid?	Please follow instructions within the RFP and Attachment 1: Package Document, on proposing.
My client might be considered for the concession opportunity" despite the fact that her company does not have any business operations in the DFW region?	DFW does not give local preference. All bidders who qualify per the RFP are welcome.
SVC-5 Automated Retail Vending: Will there be a walkthrough to visit the locations in this RFP? If not, can the airport please provide pictures of the spaces, it will be important in order to create accurate designs on the proposal.	No. Imagery of your current or proposed machines will suffice.
SVC-5 Automated Retail Vending: Attachment 1, rent - Can we propose different percentages by concept?	Propose in the bid range, as instructed in the Attachment 1
SVC-5 Automated Retail Vending: Award Limit - Does the Authority prefer a single award for the entirety of the locations, or does it seek multiple awards?	A single award for SVC-5 Automated Retail Vending.
On Page 23 item 3 requests year over year sales growth - Is this information for the concept or the proposing entity?	This is for the proposed concept if available and currently operated by the entity. If not, the proposing entity's sales.
I wanted to clarify if the RFP recently issued was for all 16 units or we could submit a proposal for a few units? I'm trying to understand if we need to be partnered with a bigger sub or will your team be treating the available spaces and units on a 1 by 1 basis?	SVC-5 Automated Retail Vending is for 16 locations.
SVC-5 Automated Retail Vending: Is there any flexibility on the lease terms?	No.
Can we get sales for the Food and Beverage locations from Gates A08-A13?	No. There are no historical data, these specific locations are and will be newly constructed.
What steps do I need to take in order to become a Concession in the DFW Airport?	If interested, follow the RFP instructions below for submitting a proposal:  <a href="https://sites.dfwairport.com/concessions/solicitations/current/index.php">https://sites.dfwairport.com/concessions/solicitations/current/index.php</a>
Is a bank letter required to support section 2.3 B, sources of financing?	No.

<p>The pre-recorded pre-proposal meeting included a slide that showed that the SBEC certification application processing timeframe is 60- 90 days. If the SBE applicant does not receive the SBEC certificate prior to 5/23/2022, then the proposal costs (printing, binders, renderings etc.) plus the SBEC application fee are all wasted. In addition, only ACDBEs certified by NCTRCA were to receive SBEC invitation letters, not ACDBEs certified by other TX certifying agencies. It would be greatly appreciated if DFW would consider extending the deadline for a reasonable amount of time, given that the SBEC certification opportunities are the first for DFW.</p>	<p>If a business is ACDBE certified through any Texas Unified Certification Program (TUCP) agency, the business can receive SBEC from NCTRCA. Please contact NCTRCA</p>
<p>I am in the process of getting my ACDBE certification. Should I apply now while it's still processing or wait until I actually have it obtained? I just don't want to miss this opportunity.</p>	<p>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. <b>Pending certifications or certifications in process are not acceptable.</b></p>
<p>Can you please provide further information and clarity on the CRM and POS Integration?</p> <ul style="list-style-type: none"> <li>• CRM-From a data governance perspective, this data could be considered 'confidential' and our Legal Team would like to review further details on the expectation.</li> </ul>	<p>CRM data will only be data allowable to be shared with DFW. No PCI sensitive information will be included.</p>
<p>Can you please provide further information and clarity on the POS Integration?</p> <ul style="list-style-type: none"> <li>• POS-Sharing data through Integration, our Legal and Digital team would like clarity and further details on integrating into a POS system.</li> </ul>	<p>The POS Integration initiative is an automation of the data submittal per the lease. Data collected is the data by rent category requiring manual submittal currently.</p>
<p>Revenue and Reports – can we propose a higher compensation bonus if all desired locations are awarded?</p>	<p>No.</p>
<p>Determination of Non-Responsive Proposers – how will the authority evaluate a company's track record and financial health?</p>	<p>See and review page 10 in the RFP. <a href="https://sites.dfwairport.com/concessions/solicitations/current/index.php">https://sites.dfwairport.com/concessions/solicitations/current/index.php</a></p>
<p>On Page 10 of the RFP Section VI states that <b>a proposal can be disqualified if the proposer has interest in and/or involvement in more than one submitted proposal.</b> Does this mean that a company may only propose on one package?</p>	<p>No. An entity may propose on multiple packages, but may not be involved in more than one proposal per package offering.</p>



Please continue to check our website [www.dfwairport.com/concessions](http://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](mailto:jtuid@dfwairport.com).

Sincerely,

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