

REQUEST FOR PROPOSAL
CONCESSIONS OPPORTUNITY
ADDENDUM NO. 3
February 28, 2017

REMINDER:

RFP Packages: ALL packages are due March 28, 2017 by 2:00 p.m. Central Time.

Final Questions: ALL packages final day of questions March 14, 2017 by 5:00 pm. Central Time.

Item	Change / Clarification
Addendum No. 1 Questions: Is there a marketing fee?	Yes, the current fee is 0.5% of gross sales.

Questions	Answers
<p>Package F&B-3 would the Airport consider allowing the Pub/Wine bar in the D-3-SV204 location and the Entertainment Bar in location D-2-SV111? We believe a limited beer and wine offering will not allow a concept to maintain the current sales making the required MAG a financial difficulty.</p>	<p>No. The Pub/Wine location is not expected to be a full bar. However, D-2-SV111 will be allowed a limited selection of cocktails, mixed drinks, or other beverages in conjunction with their theme. These offerings should represent a small portion of your beverage selection.</p> <p>Please Note: Proposed pub concepts will require a mixed beverage TABC liquor license which allows for the sale of cocktails, liquors, beers, wines and other mixed alcoholic beverages. Retail “take away” beer and wine sales are not permitted. Wine bar concepts will required a B&G (Beer & Grape) TABC liquor license which allows for the sale of draft and bottled beer and wine for consumption but no other liquors or mixed beverages. The permit allows for the retail “take away” sales of bottles of wine. Due to local election jurisdictions, no other alcohol permits can be acquired for this location.</p>
<p>RTL-6: Requirement shows small section of Dallas/Fort Worth, Texas souvenirs. What is the definition of "small"?</p>	<p>This is not intended to be a gift shop. The main product offerings should be traditional convenience retail items. Use your best judgment.</p>
<p>Can you take a large "Open" and fit in two concepts (compatible) in one large space?</p>	<p>Yes.</p>
<p>Is there an analysis document of current revenue generation for existing businesses per gate?</p>	<p>From the link below, click the "Resources" button and then “FY16 F&B and Retail Performance Summary Report,” which details existing businesses per gate. https://www.dfwairport.com/concessions/solicitations/P2_701162.php</p>
<p>Will the Sierra News at/near Gate C-30 remain a travel essential concept in the next phase of TRIP or will it become specialty or food/beverage?</p>	<p>Per the current plan, this location will become Specialty Retail.</p>

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We currently own a Chinese-Hawaiian restaurant, but we do want to bring a new concept, will this exclude us from being able to win the RFP? We do have a local concept open.	If the concept fits the required concept per the RFP, and the proposer meets the qualifications for experience, the current concept experience will not exclude you from participating.
Can you identify the average of EPAX by terminal sections?	From the link below, click the "Resources" button and then the FY15 and FY16 "EPAX Summary Reports." https://www.dfwairport.com/concessions/solicitations/P2_701162.php
In package RTL-7 can space 12 (open retail) be divided into 2 individual branded spaces?	Yes.
Will there be any additional opportunities in Terminal C offered this tender process? If so, when? If so, will it be skewed retail, F&B or balanced?	Refer to Addendum No. 2, Page 2.
Terminal D concessions only dependent of people departing on trips number of PAX 2015, 2016, 2017?	From the link below, click the "Resources" button and then "FY16 F&B and Retail Performance Summary Report." https://www.dfwairport.com/concessions/solicitations/P2_701162.php
What were the enplanements per terminal in 2016?	From the link below, click the "Resources" button and then the "FY16 EPAX Summary Report." https://www.dfwairport.com/concessions/solicitations/P2_701162.php
In order for respondents to aggressively pursue national brands, given rent range of Retail Package 7 - 15%-18% plus the O&M rent of 2%, would DFW consider changing the range to 13%-16% to allow for brand loyalty?	No.
Is co-branding allowed in F&B?	Yes. As long as the proposed concept fits the concept requirement and is not in direct competition with adjacent locations.
Are the locations on the map today the only locations that will be available in 2017?	Refer to Addendum No. 2, Page 2.
How much rent for each square feet?	At DFW, MAG is not determined based on per SF costs.

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Can wraps be considered as a bread option?	Yes.
The price-point requirements for full meal options are stated as “must range within \$10”, “must feature a diverse selection of value priced full meal options...” and must provide employee specials.” If operator meets these value price thresholds, is it DFW’s intention to also have some items priced higher than \$10 as well?	Your menu can certainly offer items and meals that will be above the \$10 requirement. However, the average meal price-point for the majority of your selection should meet the requirement.
What is the average Annual Sales of the F and B Tenants at Terminal D especially the Gas Monkey?	From the link below, click the "Resources" button and then “FY16 F&B and Retail Performance Summary Report.” https://www.dfwairport.com/concessions/solicitations/P2_701162.php
Do the Food Suppliers for F and B Tenants deliver to an Airport Warehouse OR to the Tenant Restaurant directly through airfield?	To the Tenant’s restaurant directly.
RTL-6: Noticed ACDBE goal is 47%. This is 12% the next goal of any package. Is there a reason for this?	BDDD shall review each bid or proposal to determine whether to set a Contract Specific Goal. Contract Specific Goals shall be based upon the following factors: availability of certified ACDBEs, locations, revenues, past utilization, the Airport Board’s progress towards achieving the Annual Goals; and any other factors deemed relevant by BDDD.
Please explain the statement on p.35 that "joint ventures are not an option for "multi-location concepts." What kind of business structures are acceptable?	Please refer to Addendum No. 2, Page 1, Item Joint Venture Clarification
The ACDBE percentage on RTL-6 is 47% is unusually high. Is this correct? If so, can you share the rationale for such a variance to the norm?	The objective of each ACDBE concession-specific goal is to obtain ACDBE participation through a direct ownership arrangement with an ACDBE.

<p>As a new ACDBE vendor, what is the best way to meet PRIMES or make connections with prospective partners face-to-face?</p>	<p>BDDD encourages all new ACDBE vendors to attend all DFW Concession Outreach Forums, including Pre-proposal Meetings, for networking opportunities.</p>
<p>ACDBE Participation - If ACDBE is currently a partner existing location at 30%, in order to be considered for new location at 34% does the old existing contract need to be adjusted up to 34% as well?</p>	<p>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.</p>
<p>Do the Contractors, Architects, Engineers have to be MBE or DBE certified?</p>	<p>It is not mandatory that Contractors, Architects or Engineers be certified as an ACDBE or M/WBE in order to be awarded a concession contract. However, in order to credit the participation of an ACDBE or M/WBE towards the goal stated in the RFP, the Airport requires that ACDBE or M/WBE firms be certified by an approved certification entity at the time of proposal submission.</p>
<p>If a proposer is a 100% ACDBE company and there are no partners, please confirm which ACDBE forms are required for submission.</p>	<p>If the proposer is solely owned and operated as a certified ACDBE firm. Complete Exhibit F-1: ACDBE Commitment Form and provide 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>

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