

**REQUEST FOR PROPOSAL**  
**CONCESSIONS OPPORTUNITY**  
**ADDENDUM NO. 4**

**March 8, 2017**

**PLEASE NOTE:**

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

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

Item	Change / Clarification
Clarification from Addendum No. 3 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?	Both packages F&B-1 and F&B-2 will now coincide with the pricing requirement that “75% of full meal options to include an entrée, side and a drink must range within \$10.”
Updated Design Criteria for the South Village	From the link below, click the "Tenant Design Manual for the South Village" <a href="https://www.dfwairport.com/concessions/build">https://www.dfwairport.com/concessions/build</a>

<b>Questions</b>	<b>Answers</b>
To ensure that concessionaires know their percentage of business at DFW, would it be possible to know how many F/B and Retail locations are at DFW, please?	Upon completion of TRIP, we anticipate 230 active locations. F&B – 116 Retail – 114 Total - 230
To ensure that each concessionaire knows where it stands in regard to the cap and monthly tenancies not existing at conclusion of TRIP, can DFW publish the percentages?	Upon completion of TRIP, we anticipate 230 active locations. Please calculate your capacity accordingly. F&B – 116 Retail – 114 Total - 230
Space C12 Open Retail - Does the unwallled area need to remain unwallled? May the tenant enclose the entire lot?	This area is an unwallled area. The Design condition has the storefront set back from the concourse corridor. This area may be used as revenue seating or as a retail “yard”. Fixtures and/or partitions within that space must be under 42” tall so as not to block visual access to the adjacent spaces.
What type of traveler is most often found in Terminal C of your types of travelers (e.g. Frugal vacationers etc.)	Because DFW travelers can fly out of different terminals, we are not able to provide results specific to each terminal.
Is the Consumer Segmentation research data available for each individual terminal?	Because DFW travelers can fly out of different terminals, we are not able to provide results specific to each terminal.
Are you any closer to knowing a new proposal turn in date for shoe shine package SVC - 03?	The Shoe Shine RFP will be re-released this spring.
Base building backgrounds contact?	As-builts will be made available to awarded proposers. For the purpose of your design submittal in the RFP, please use the Lease Outline Document (LOD) provided.
Can you clarify the number of US citizens, US foreign nationals traveling through Terminal D on international routes?	This breakdown is not readily available. However; in FY16, 51% of Terminal D enplanements were travelling internationally.
F&B-1: Vent-a-hood allowed?	Yes.

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F&B-1: Can it be a deli reinvented - grilled and cold subs and hybrid of fast food/grill/deli broad serve fried foods, French fries, etc?	Yes.
What is enplanement performance in Terminal D projected in 2017 and actual in 2016?	Through January, Terminal D has had 1,768,361 enplanements. Please see FY16 Enplaned Passengers (EPAX) <a href="https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_732363.pdf">https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_732363.pdf</a>
RTL-5: Terminal E: Which airline(s) will arrive in that part of the Terminal?	United Airlines is expected to be the primary airline in that area.
RTL-5: Terminal E: What are the anticipated passenger numbers in that area?	In FY16, United Airlines had 1,060,550 enplanements.
Terminal B - Is the space B-2-088C-AO1 the current Xpress Spa or is it the space in front of the gate 26/27?	The current XpresSpa.
Is the MAG adjusted every year?	The MAG shall be adjusted at the beginning of every calendar year during the Term of the Lease after the first twelve-month period of operation, by a flat rate of three percent (3%) per year. Please refer to the draft lease for additional information.
Can you please confirm that the space for the spa, gate C12 is currently Brooks Brothers?	Yes. The current Brooks Brothers location will be split into the Spa and the Open Retail locations.
F&B:1- To support "best in class deli offerings" and "made-to-order...provided in 5 minutes or less" requirements, certain equipment will be needed for execution. Will gas for gas equipment be available for this space?	Yes.
F&B-1: If gas is available, will there be ample PSI's to support an oven, flat top, fryer and salamander?	Yes.
F&B-1: Will grease traps need to be installed?	No.

<p>What is the most recent Common Area Maintenance such as Trash or Logistic Delivery cost or any other Airport maintenance cost involved for Terminal D and average percentage increase per year?</p>	<p>Per the Schedule of Charges and subject to change, the current monthly rate per square foot for Operating &amp; Maintenance Fees is \$24.31.  <a href="https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_582378.pdf">https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_582378.pdf</a></p>
<p>Do the workers at DFW Airport F and B Tenants have to participate in labor union? If yes, what is the 2017 or 2018 minimum wages?</p>	<p>No.</p>
<p>What is the time frame for construction/opening of RTL-6?</p>	<p>Upon award, the selected proposer will begin the process. See Exhibit C of the draft lease for timelines.  <a href="https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_714963.pdf">https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_714963.pdf</a></p>
<p>F&amp;B-1: Please confirm that the new “Street” Public Access corridor, is in fact serpentine and not straight through?</p>	<p>Correct. The corridor is not straight.</p>
<p>F&amp;B-1: What types of items are considered Allowances – Display/Fixture Allowances, Performance Allowances, Promotional Allowances (RDAs) and Special Purchase Allowances?</p>	<p>Please refer to Section 4.01 of the draft lease for clarification.  <a href="https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_714963.pdf">https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_714963.pdf</a></p>
<p>F&amp;B-1: Can you verify where the back of house delivery area will be on the plans.</p>	<p>Your design will dictate delivery at the space.</p>
<p>F&amp;B-1: Regarding package F&amp;B-1, Fast Food Deli, could the scope of the menu be expanded to accommodate a frozen treats concept where the products are premade fresh in the store and served in under 30 seconds? This would be offered in addition to all the other required menu items listed for this package. The store would be cobranded with a major deli brand but would have a shared backroom where both brands would operate.</p>	<p>Frozen Treats are approved as a menu addition. However, the majority of the space and product offering must be deli as requested in the package descriptions.</p>

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I have a question regarding the due date on the RFP packages. I noticed the due date with the bar package coincides with the annual Airports Concessions Conference and with these being fairly complete packages, the additional time would be greatly appreciated.	Refer to Addendum No. 2.
We are respectfully requesting an extension of the due date.	Refer to Addendum No. 2.
How many years of financial statements should bidders submit?	Provide three (3) years of financial statements.
Are mystery shop and health department reports excluded from the page limit? These reports are at minimum 1-3 pages each and the airport requires 5 for each category. Please confirm how to handle such a requirement in light of the page restrictions.	Yes.
F&B-3: Will the airport approve combining the two concepts into one brand that services both floors with the upstairs providing entertainment?	Yes. Explain in your proposal how each space meets the requirements per the RFP.
F&B-3: Will the airport approve two different concepts that share one kitchen?	Yes as long as both concepts are deemed by the Airport as categorically non-competitive with adjacent concepts.
Can we request a copy of the as-built drawings for F&B-4?	As-builts will be made available to awarded proposers. For the purpose of your design submittal in the RFP, please use the LOD provided.
Are the as-built available to download from somewhere or do we have to wait for them to be sent?	As-builts will be made available to awarded proposers. For the purpose of your design submittal in the RFP, please use the LOD provided.

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