

REQUEST FOR PROPOSAL
CONCESSIONS OPPORTUNITY

Addendum No. 4

October 19, 2018

Questions	Answers
Can DFW confirm that the Product Exclusive rights does not apply to the common-use lounge? Further can it be confirmed that this is not applicable to any food and beverages served within the lounge?	Product Exclusive rights will apply to the lounges.
Can DFW confirm the date of the last full fit out of the existing spaces in both Terminals D and E	Terminal D lounge was established as part of the original terminal in 2005 and Terminal E is currently a raw unfinished space.
Permitted work time schedule – Terminal D	Passengers should not see, hear or smell construction activities. Standard terminal construction time frames for in-terminal construction is from 10:30pm-5am. All construction activity needs to be coordinated with the Terminal Manager.
Will the ACDBE compliance influence the decision on the successful company?	There was a zero ACDBE goal set for this Concessions
Will the ACDBE percentage influence the decision on the successful company?	There was a zero ACDBE goal set for this Concessions
M/WBE - does the 30% apply to when we are operational also?	The M/WBE goal is for construction buildout.
Can you share the current pricing matrix with regards to the Coca-Cola pouring rights?	The successful proposer will receive the pricing matrix upon award.

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<p>Can you confirm which information is needed for Exhibit E – is this the proposing entity that must fill this in or can this be a consolidated financial summary of our global business related to this specific service line (lounges).</p>	<p>The proposing entity must fill out Exhibit E.</p>
<p>Can you please confirm if there is a smoke extractor installed in the kitchen area? If not, it will be possible to include it in our construction plan?</p>	<p>There is currently no smoke extractor or grease vent in the space. There is access to a roof well, where the selected proposer will need to install a grease vent and grease duct to the cooking area. It is located in the roof above the existing OAL club.</p>
<p>Please advise the current customer portfolio? (i.e Business vs Leisure / CIP vs Non-CIP / Group vs Independent Traveller / Nationality / Age group)</p>	<p>Please see the link below. https://www.dfwairport.com/concessions/solicitations/current/index.php</p>
<p>Please advise on the transit traffic and average dwell time in both Terminal D and E?</p>	<p>Please see the link below. https://www.dfwairport.com/concessions/solicitations/current/index.php</p>
<p>What are the key growth drivers for the International Passengers in DFW particularly in the next 5 years?</p>	<p>Please see the link below. https://www.dfwairport.com/concessions/solicitations/current/index.php</p>
<p>What lounges are Emirates, Icelandair, Lufthansa and Qatar Airways First Class/Business Class currently using? Is there any limitation for 'The Club' to sell access to the captioned Airlines.</p>	<p>At this time, the airlines currently use the DFW Airline lounge. There is no guarantee of the customer base at the lounges.</p>
<p>What is the current status for the proposed lounge location after 'The Club' exited from the premise?</p>	<p>The proposed lounge location is the purpose of this RFP.</p>
<p>Please advise the estimated award date, handover date and the date of opening.</p>	<p>Anticipated Board approval is spring 2019, handover will be upon completion of the American Airlines lounge renovation late Spring.</p>
<p>In session 6.12 of the concession agreement, DFW reserves the right to implement a solution or solutions that captures sales data electronically from the POS system. In what occasion would DFW implement the captioned? Also, would the concessionaire be required to use DFW designated POS system? If so, please outline the associated costs.</p>	<p>DFW is working to simplify the reporting process for Concessionaires. Part of that effort would be the POS integration. The ideal solution would interface with multiple POS systems.</p>

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<p>In relations to Section 6.04 of the concession agreement, for the specified opening hours which applies for “locations serving coffee and breakfast”, we would like to double confirm if this applies to the common use lounge operations in both Terminal D & E?</p>	<p>Early hours do apply.</p>
<p>Is there any cost and time restriction related to the logistic of bringing food and supplies into the airside area which the lounge is located? If so, please outline what is the associated costs and logistics?</p>	<p>Yes. All items must go through the docks. The successful proposer will receive detail information and logistics.</p>
<p>In the sample concession agreement, it has mentioned the semi-exclusive right with Coca Cola in DFW airport. Could you please explain more on this? What product will be restricted by this exclusive right? Is there any restriction on the procurement of the products?</p>	<p>The successful proposer will receive detail information regarding semi-exclusive pouring rights with Coca-Cola.</p>
<p>Except for the Coca Cola semi exclusive right, are there any suppliers that are designated by DFW Airport? Would the Operator be able to leverage on DFW airport’s competitive rates for Coca Cola product given the exclusivity?</p>	<p>No. The tenant will work with Coca-Cola on rates authorized by our Pouring Rights Agreement.</p>
<p>Could you please elaborate more on how would the joint reception between the successful bidder and American Airlines function? Should there be 2 separate receptions for the successful bidders and American Airlines and both parties each provide their own receptionists? How would the frontage look like in the reception? At whose cost?</p>	<p>The lounge level reception areas will be separate for your operation and AA guests. You are responsible for your reception area and staff.</p>
<p>For the fire escape staircase right next to the proposed premise in Terminal D, would the AA Flagship lounge need to use the same escape route or they would have their own fire escape staircase?</p>	<p>There are multiple fire escapes servicing the airline club level. In an emergency the Admirals club guests may evacuate through the OALs and the OALs May evacuate through the Admirals Club depending on the nature and location of the emergency.</p>

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	Emergency Exiting strategy will be determined by DFW Department of Fire and Public Safety Plans examiner.
Where would be the utilities tapping point location(s) for all landlord provisions in the proposed lounge(s)?	Building utilities are located in the interstitial spaces below or above the existing club. There are existing sanitary sewer and grease waste lines below the floor. There are existing HVAC, potable water supply, hydronic lines, fire suppression lines and power located above the ceiling. The selected proposer will reconfigure the utilities to accommodate their design. All utility connections must be engineered to meet the 2015 MEP codes.
For Tap 2.4 of the RFP document, it has mentioned that “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”. Although in this RFP the target ACDBE participation is 0%, we would still like to achieve ACDBE participation. In this case, does that mean that ACDBE participation through Joint Venture is not applicable for this RFP given that this RFP is for lounges located in both Terminal D &E?	If the Proposer would like to propose a JV, they still would need to seek a waiver or justification and that would need to be approved by BDDD. While the RFP is a zero ACDBE participation, once an ACDBE participation is proposed it follows all the regulations that come with ACDBE participation.
Will you please advise if storage space can be made available at Terminal D? We are seeking 200 to 400 square feet. Please advise of the rental cost.	Yes. However, space available is minimal. Please accommodate space within your location to supplement needs if possible. Storage space is currently \$50/SF annually.
How many new international wide-body carriers are going to service DFW over the next five years?	This has not yet been determined at this time. DFW does not guarantee flight activity.
What is your yearly projected growth rate for two of your customer segments (Indulgent Explorers & All Biz Road Warriors) in terminals D and E?	Data not available.

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What percentage of the customer segments (Indulgent Explorers & All Biz Road Warriors) are represented in the passenger enplanements for airlines using the lounge, including Emirates, Qatar, Iceland, and Lufthansa?	Data not available.
For the common area which is shared between the successful bidder and American Airlines, would the CAPEX for the common areas (both common area on lounge level and the lift lobby on concourse level) be shared between both parties?	This has not yet been determined at this time.
For the upkeep and maintenance of the common area, who will be responsible for the associated cost?	Still to be determined.
In the concession agreement, section 8.10, it has mentioned for any lease consist of a Term more than five years, concessionaire shall refurbish the Premises at the midpoint of the term. Does that include the common area which shared between the successful bidder and American Airlines? If so, would the cost be share amongst both parties?	Still to be determined.
Are there any restrictions with flammable cooking?	To the best of our current knowledge, there are no restrictions with flammable cooking.
Could you please indicate which airline will be authorized to use common lounge in Terminal E?	There is no obligation to service a specific airline at this time. Airline guests, membership guests, passholders, day pass guests will be determined per the tenant.

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