

REQUEST FOR PROPOSAL

Terminal RFP CONCESSIONS OPPORTUNITY

Addendum No. 7

August 9, 2024

Final Date for Questions and Clarifications:

Friday, July 19, 2024 by 5:00 pm CT

Proposal Due Date:

Monday, August 26, 2024, by 2:00 pm CT, 2024, by 2:00 pm CT

Items	Change/Clarifications
Waiver clarification	When requesting a waiver, please provide just a statement why a Joint Venture is more advantageous than a sublease. This can be in the form of an email.
Joint Venture/Operating Agreements	Please do not submit Joint Venture/Operating Agreements along with the Waivers. They will not be reviewed or retained. PLEASE MAKE SURE YOU SUBMIT JOINT VENTURE/OPERATING AGREEMENTS WITH YOUR PROPOSAL AS STATED IN THE RFP.
Joint Venture/Operating Agreements	Please submit all Joint Venture/Operating Agreements in either Prime or Sublease role with your proposal. Joint Venture in a sublease role will need to be reviewed and approved by the Business and Diversity Department.
No BDDD form with waivers.	Please do not submit any BDDD forms with your Waivers. They will not be reviewed or retained. PLEASE MAKE SURE YOU SUBMIT BDDD FORMS WITH YOUR PROPOSAL AS STATED IN THE RFP.

<p>Questions</p>	<p>Answers</p>
<p>If we are subleasing one location in a package to an ACDBE, are we required to complete Exhibit F-4? If so, should we list the PRIME and the ACDBE on the form?</p>	<p>Refer to Addendum 5.</p>
<p>For retail locations, will DFW consider allowing pre-packaged alcohol for off-site consumption, liquor for gifting, and/or small single serve tasting sizes to be served and consumed on-site?</p>	<p>You are allowed to propose this option in your proposal. You must follow TABC regulations for a packaging license.</p>
<p>Are there any specific food items classified as Grab & Go? Can we include all packed items ready to grab such as sandwiches, popcorn, fruit bowls, potato chips, fruit-smoothies etc.?</p>	<p>Depending on the proposed concept, provide in your proposal the package items you see fit for the concept and location.</p>
<p>Re - Package 13 (D17)</p> <p>We would like to propose a candy/confections concept for the space.</p> <p>However, there currently exists a candy store (Sugarphoria) immediately next door to the subject space.</p> <p>Is a candy/confections concept therefore not appropriate for the Package 13 space?</p> <p>Or</p> <p>Will the existing candy store not be existing in 2025, when the RFP space is scheduled to be constructed?</p>	<p>Candy is not approved for this location since there is a competing concept in immediate proximity. See the concept description in Attachment 1.</p>

Questions	Answers
<p>Pkgs. 5&7 - Grab & Go - Can the proposed Grab and Go / Queue locations in units C-2-109E-A01 (4018sq.ft.) and A-2-027F-A01 92658sq.ft) be relocated elsewhere within the LOD footprint as long as direct access to the concourse is maintained.</p>	<p>Yes. The airport is recommending this is the most ideal placement to locate their grab and go offerings for best visibility; the queuing is for the grab and go only.</p>
<p>Pkgs. 5&7 Grab & Go - Can the proposed Grab and Go / Queue locations in units C-2-109E-A01 (4018sq.ft.) and A-2-027F-A01 92658sq.ft) be enlarged in order to increase the offering</p>	<p>Yes, it can be enlarged. Our recommendation is the minimum allowable.</p>
<p>Unit A-2-027F-A01 - Please provide detail information regarding proposed “advertising zone” directly to the south of the proposed lease outline. Will the proposed “advertising” block visual access to the retail space. Can the tenant build at wall?</p>	<p>This area must remain un-walled. There are no details to share, it is just a reserved spot on the floor where a temporary pop up advertisement may occur for holidays or promotions. There will be nothing constructed here that would block visibility to the concessions space.</p>

Questions	Answers
<p>Package 3 (Quick Serve Street Tacos\Asian Fusion) requires Alcohol. Where is the intended Alcohol consumption area? There is a Shared Seating area immediately next to this unit. Is that the intended consumption area or is it meant to be within the LOD?</p>	<p>Alcohol may be consumed in the shared seating area as well as within the leased premises. TABC previsions may apply.</p>
<p>There is a note on the LOD drawings that states "THE SEATING QUANTITY AND CONFIGURATION MUST MEET THE AIRLINES REQUIREMENTS." This information is not in the TDM (Tenant Design Manuals) and specifically refers to the "Airline" rather than the airport. Please clarify.</p>	<p>Airline review and compliance with seating count will not be required for this location.</p>
<p>Would we be able to place our larger recycled metal art sculptures (approximately 8 feet tall) around the airport common areas? If yes, where across the airport can we promote our locations inviting travelers to our store(s)?</p>	<p>No.</p>
<p>LOD Space D33 (Space D2-NC1-7B) -The LOD indicates each side of the storefront as a "Restricted Zone". Can proposer alter the 1) shape? 2) depth and 3) and size of those corners in any way?</p>	<p>No, the neutral frame must remain as is.</p>

Questions	Answers
<p>LOD Space D33 (Space D2-NC1-7B) - The LOD indicates each side of the storefront as a "Restricted Zone". Would the Airport consider alternate storefront openings?</p>	<p>No, there are existing structures prohibiting modifications.</p>
<p>Can the airport please indicate what the plans are for the Vacant XpresSpa space?</p>	<p>Not at this time.</p>
<p>If the proposer is a newly formed JV that has not filed for registration (but will upon award), how do we fill out the first page of Exhibit B?</p>	<p>Refer to Addendum 5.</p>
<p>Can forms be signed electronically with the exception of Exhibit A?</p>	<p>Refer to Addendum 5.</p>
<p>If the proposer is a Joint Venture, does Exhibit E: Summary of Financial Statements apply only to the majority owner/entity?</p>	<p>Yes.</p>

Questions	Answers
<p>Regarding Exhibit E: Summary of Financial Statements, does the airport require the proposer to include actual financial statements or just the information on the form?</p>	<p>Provide the necessary information to complete Exhibit E: Summary of Financial Statement form. Review Exhibit H: Proposal Checklist for additional requirements.</p>
<p>Please clarify, this statement, "Percentage of Gross Receipts paid to DFW in addition to MAG, but only to the extent that percentage rent exceeds the monthly installment of MAG, paid in advance for a said month or portion thereof." Does this mean if the proposed percentage rent exceeds the MAG for that month, no additional MAG will be collected? Ex: Percentage of Gross Receipts equals \$20,000 and MAG is \$11,000, DFW will only be owed \$20,000? And, this starts Year 2, correct? No rent will be due Year 1?</p>	<p>Percent rent will begin upon opening. MAG will go into effect year 2. Once MAG is instated DFW will receive the greater of the two. Refer to Attachment 3 Draft Lease.</p>
<p>I just wanted to clarify; if there are 3 locations in the package and we do not have a concept for all 3 locations, and we only respond with 1 or 2 in the solicitation is our response going to be disqualified?</p>	<p>Yes. You must respond to all three concepts in the package.</p>
<p>What would happen to an RFP submission for a package with only 1 concept? Would you guys immediately disqualify it?</p>	<p>Yes. You must respond to each concept within the package.</p>

Questions	Answers
<p>If a bidder is in the process of obtaining ACDBE certification for itself, can the bidder still submit proposals based on other ACDBE criteria, such as good faith effort? Thank you.</p>	<p>Refer to Addendum 5.</p>
<p>Exhibit F-4 Airport Concessions Disadvantage Business Enterprise (ACDBE) information form is designed for a joint venture program. If a proposer intends to meet or exceed its ACDBE participation with subtenants is the proposer required to fill out and submit this form? If the answer is yes, can you redesign the form questions that are applicable for a subtenant ACDBE program?</p>	<p>Refer to Addendum 5.</p>
<p>Is the space in package one for fried chicken the Popeyes space?</p>	<p>No it is not. Please see Attachment 4 for maps.</p>

Questions	Answers
<p>There is a 149 SF staging area and the LOD mentions 38 SF is included in the tenant rental charges for space A-2-040J-A01. Is the 38 SF space secured?</p>	<p>This is a shared space. The purpose of the staging room is to facilitate the delivery of concessions product and the removal of tenant trash outside of passenger viewing.</p>
<p>There is a 149 SF staging area and the LOD mentions 38 SF is included in the tenant rental charges for space A-2-040J-A01. Can this space be utilized as a back-of-house?</p>	<p>No, it may not be included in back-of-house space. This is a shared space. The purpose of the staging room is to facilitate the delivery of concessions product and the removal of tenant trash outside of passenger viewing.</p>
<p>There is a 149 SF staging area and the LOD mentions 38 SF is included in the tenant rental charges for space A-2-040J-A01. Is this space shared with other tenants?</p>	<p>Yes. The staging area is share with the adjacent tenant(s). The purpose of the staging room is to facilitate the delivery of concessions product and the removal of tenant trash outside of passenger viewing.</p>
<p>For Tab 7- Rent: Proposed Rent a. Is there a separate document that we need to submit besides Attachment 1 & Attachment 2 for this section concerning proposed rent?</p>	<p>No. Provide your proposed rent for Attachment 1. Refer to Exhibit H for further instructions.</p>

Questions	Answers
<p>For Attachment 1, Package 17: Do we need to complete the blank boxes on pages 1 and 2 under the “Proposed” column?</p>	<p>Yes.</p>
<p>For Tab 6- Employee Engagement, C Management Experience, question 2 states "Provide number of locations operated and the average gross sales for locations". - Are we required to provide this information for locations company-wide? Or only locations operated previously at DFW Airport?</p>	<p>You can provide both.</p>
<p>There is a 149 SF staging area and the LOD mentions 38 SF is included in the tenant rental charges for space A-2-040J-A01. Is this space shared with other tenants?</p>	<p>Yes. The staging area is shared with the adjacent tenant(s). The purpose of the staging room is to facilitate the delivery of concessions product and the removal of tenant trash outside of passenger viewing.</p>
<p>Space D-2-NC107B is a callout for "Flexible Retail" and mentions in the description "The proposer should tailor their retail concept strategy to meet passenger demands, leverage sales channels and enhance customer experience." If the proposer can demonstrate in their submission, the ability to meet passenger demands, leverage sales channels, and enhance customer experience, would the airport consider an entertainment/experiential retail in this space?</p>	<p>Refer to the “Concept Description” and requirements in Package 15.</p>

Questions	Answers
<p>Would the Airport consider combining the concept descriptions for A-2-040J-A01 and D-2-NC107B to allow for proposers to bid either type of concept for any of these spaces? While we appreciate the Airport’s dictated merchandising strategy, allowing for either specialty retail or entertainment concepts to be proposed for these spaces would provide the Airport maximum flexibility once all proposals are received. This would also allow for respondents to communicate to the Airport the preferred location for their concepts.</p>	<p>No. Refer to the package requirements in both Package 15 and Package 16.</p> <p>The concept categories are strategically determined to provide the appropriate mix of services in each terminal.</p>
<p>Can you please clarify the designated “queuing” and “grab and go areas” identified in the LODs? Is it acceptable to locate somewhere else that fits the flow of the floor plan better?</p> <p>Can you please clarify the staging area? Can this be used for storage?</p>	<p>The airport is recommending this is the most ideal placement for the tenant to locate their grab and go offerings; the queuing is for the grab and go only. Ultimately the placement this is up to the design and discretion of the proposing tenant. The sf is a recommended minimum size. The final layout could be greater than the size indicated on the LOD.</p> <p>The staging area is reserved for the staging of product deliveries and trash removal. The Staging Room may NOT be used for storage.</p>
<p>In Pier A, will the existing spaces that are adjacent to the extension be altered to new terminal finishes and standards?</p>	<p>Yes.</p>

Questions	Answers
<p>Can you provide additional renderings, drawings, and/or elevations of Pier extension? Can you provide details on the wood slat soffit design?</p>	<p>No other details or rendering exist at this time. More details will be provided to the selected proposers.</p>
<p>Can you provide ceiling heights and surrounding structure space A-2-038L-A01?</p>	<p>Ceiling requirements can be found in the Tenant Design Manuals.</p>
<p>Can you provide utility matrix for all the locations (water, gas, grease, sanitary, etc)?</p>	<p>The Tenant Design Manuals include utility matrices for all concessions locations.</p>
<p>Will 1” floor depression be provided for new flooring finish?</p>	<p>No.</p>
<p>Can you provide more details regarding door sensor and control module? Where does it attach in the open locations? What would be a cost range of this system? Does it tie into the airport network?</p>	<p>Detailed information will be provided to the selected proposer(s). It is attached at the top of the door and tied into the airport network.</p>

<p>Questions</p>	<p>Answers</p>
<p>Is there an analysis of the passenger ratio in terminal D of Domestic and International traffic?</p>	<p>Terminal D’s EPAX Traffic is split 60% Domestic and 40% International.</p>
<p>Could you please provide specifics regarding what constitutes a PASS for sustainability and what constitutes a FAIL? Is it different by category-F&B vs Retail vs Services?</p>	<p>The minimum required to pass is listed in the RFP Tab 3C.</p>
<p>Will you provide fillable PDF forms to proposers?</p>	<p>Fillable forms are unavailable at this time. We are working on a solution for future RFPs.</p>
<p>Package 6 Salty/Savory Snack- Can you please verify and comment on why the minimum annual guarantee rent for the A-pier space is so much higher than the other two locations in the package. A-Pier \$282,352, A-21 \$201,610, and E-31 \$180,869. We realize the A-Pier location is a larger space but even per square foot it's considerably higher than the A-21 space.</p>	<p>The MAG is determined by analyzing like categories, square footage, comparables for similar concepts, passenger traffic & exposure, and historical performance/trends in each specific terminal.</p>

Questions	Answers
<p>Since onsite food preparation is not a requirement in Package #5, why is the successful proposal required to provide branch water, sanitary sewer, and grease waste lines to this retail space or does this only apply if food is prepared onsite?</p>	<p>Onsite food preparation is not a requirement; if the proposing tenant chooses to include plumbing fixtures for cleaning or any other purpose, they will be required to connect to the utility taps for the space being bid on.</p>
<p>For Package #5: Does the airport want the tenant buildout to position two separate entry and exit areas and signage in each Identity Control Zone?</p>	<p>The Identity control zone only indicates where the signage will be placed for this location.</p>
<p>Package #5: Requesting clarification on the boxed area with diagonal lines adjacent to the 29' 9" restricted area wall. A note on the LOD states, "Maintain Base Building Floor and Ceiling Finishes" as applicable for this area:</p> <ol style="list-style-type: none"> 1) Is the entire specified area currently behind the existing temporary wall? Or is a portion of this specified area a part of the current seating area outside the existing temporary wall? 2) Can you provide additional information on restrictions on the wall marked as "Restricted Area." No definition or design condition is indicated in the TDM related to the details of a Restricted Area. 	<p>The hatched area is currently outside of the temporary construction wall. It already has basebuilding floor and ceiling; which shall remain. This area is currently being used as overflow seating. This is part of the future tenant space and this area may be utilized by the selected proposer for unwalled, low seating or low retail merchandising or a combination thereof. "Restricted Areas" are areas where no tenant improvements or modifications may exist/occur.</p>

Questions	Answers
<p>Package #5: The current floorplan does not indicate columns currently in the space. Are these columns or walls removable? If not, can you provide a floorplan that accurately depicts all load-bearing walls and columns that are not to be removed?</p>	<p>All existing columns should be assumed to remain.</p>
<p>Package 5 - What does the E6 symbol indicate on the floorplan.</p>	<p>This is referring to the wall type; illustrations can be found in the TDM.</p>
<p>Package 5 - Is the area behind the glass door that opens onto the tarmac part of the floorplan for this package, thereby becoming part of this usable space?</p>	<p>Yes; all of this existing construction will be demolished by the base building contractor.</p>
<p>Package 5 - Please provide a ceiling elevation that indicates the different ceiling height requirements limitations throughout the space</p>	<p>The TDM indicates the ceiling heights for this design condition. More details will be provided to the selected proposer for their design/engineering efforts.</p>
<p>In Package #5: please specify the location of the "patio/cafe seating or sales area."</p>	<p>Propose the design you see fit for this location.</p>

Questions	Answers
<p>Package 5 - Is the "patio/cafe seating or sales area" in the space notated as the 140sf, the "Grab-n-Go" area only?</p>	<p>The final design/layout will be determined by the selected proposer.</p>
<p>Will a ceiling be allowed over the "patio/cafe seating or sales" area?</p>	<p>The hatched area already has a ceiling provided by the base building to remain in place.</p>
<p>Package 5 - Are there any existing building restrictions to achieve an 11 1/2" ceiling height for the Package #5 location?</p>	<p>We are not able to confirm final conditions at this time for Pier locations.</p>
<p>Package #5: Is there any restriction to fixture height in the patio area? Why is a perimeter railing called out? Why are fixtures required as lockable in the patio area? Is the patio area beyond where the glass closures of the location will be located?</p>	<p>Fixtures may be no higher than 48" No walls may be constructed in this area. This area is outside of the securable area of the tenant space. Retail fixtures in this area must include integrated closures to be able to be secured.</p>
<p>What is the maximum ceiling height in the Package #5 space as frictionless tech requires specific ceiling height needs.</p>	<p>We cannot confirm the maximum ceiling height at this time for Pier locations. You may provide requirements as part of your proposal.</p>

Questions	Answers
<p>Can tenant provide their own flooring within the LOD hatched area adjacent to the hold room?</p>	<p>This may be provided in your proposal.</p>
<p>Space D-2-NC107B (D33) Per the LOD, the existing storefront is 11'6", can the storefront be expanded to take advantage of the full 23' width of the premise?</p>	<p>No, the neutral frame may not be modified. Tenant modifications are allowed only within the neutral frame. There are existing structures and utility elements which prohibit these requested modifications.</p>
<p>The RFP states in the proposal checklist to upload a JPG of our logo. Although, the Bonfire website is only accepting PDF files. Please advise on how to proceed.</p>	<p>Provide a PDF for Bonfire and the JPG version with your thumb drive as part of your hard copy submittal.</p>
<p>We are trying to see the CAD/LOD file for Package 10 the Sunglasses space. It is a little confusing when you look at the LOD provided and the blue lines that state the proposed Identity Control Zone. We also searched the DCM manual for "Identity" and it was in relation to the store front of each store having an opportunity to express its identity. But nothing that clearly states exactly what "Identity Control Zone represents</p>	<p>For this Design Condition the Blue line (Identity Control Zone) is the location where the signage will be placed. With the Pier soffit condition, the tenant will not provide soffit finishes. They will only provide their signage in the allocated spots</p>

Questions	Answers
<p>For Package 1, space A-2-031F-A01, please see the attached lease outline diagram PNG file (included in this email submission of questions) for the questions below:</p> <ul style="list-style-type: none"> a. Is the purple highlighted area in the attached lease outline diagram designated for queuing, and is this included in the 2449 SF? b. Is the red highlighted area in the attached lease outline diagram our serving/kitchen LOD? Is the Hoist Way a shaft that we will need to design around? c. For the yellow highlighted area in the attached lease outline diagram, is this area (along with the stairwell) walled off and out of scope? Can you please confirm what needs to be visible as far as the Skylink columns/the wall? 	<ul style="list-style-type: none"> a. The purple hatched area is the suggested area for queuing. Depending on the concept, more queuing may be required. It is included in the total square footage. b. This location is in a food court. The entire LOD is the leased space. Kitchen/service and queuing area. The hoist way is a shaft that must be designed around. c. The stairwell is walled off, this is an emergency exit stair. This area is out of the scope and is not adjacent to this LOD. There are two access panels located in the wall that need to remain in place. These two access panels are required to inspect the Skylink Structure. The Access panels will be located above the ceiling and have minimal impact to the layout of the space.