

REQUEST FOR PROPOSAL
CONCESSIONS OPPORTUNITY

Addendum No. 2

October 4, 2018

Questions	Answers
Do you have data on the visitors per month for the different lounges?	There are approximately 5,000 passengers per month in the current lounge.
Is there a need to pre-register via supplier before submission?	No.
Could you please send us the list of the companies who are certified as Minority/Women Business Enterprise? We've got the information that the list is divided into the following categories: 1. Construction 2. Architectural & Engineering 3. Professional Services 4. Other Services 5. Goods	dfwairport.com - BDDD DSMWBE Reporting System https://dfw.diversitysoftware.com/?TN=dfw
Do you have a list of recommended construction companies you working with in DFW?	dfwairport.com - BDDD DSMWBE Reporting System https://dfw.diversitysoftware.com/?TN=dfw
In order to receive a higher number of quality bids that may contribute more weighting in different aspects (investment in capital, operations, amenities etc.), can DFW allow the MAG for the spaces to become biddable by the respondent?	No.
Regarding requirements on the menu detailed on page 4 of the RFP, are DFW expecting a menu that incorporates breakfast all day or simply a menu that	Menu should accommodate day part needs based on airline requests and passenger traffic.

REQUEST FOR PROPOSAL

ADDENDUM NO. 2

<p>is available for the whole time the lounge is open?</p>	
<p>Are there alternative parking arrangements to those quoted in the presentation i.e. \$2,000 per person per year charge for 'Vehicular Access Charges'?</p>	<p>Per the DFW Schedule of Charges, the annual charge for 24-hour terminal parking is \$2000, and this is usually recommended only for managers. The Employee Transportation Charge is \$48 monthly for concession and non-concession employees.</p>
<p>We note that the successful proposer will be legally bound and will be required to sign a Concession Lease Agreement in the same form as the Draft Concession Lease Agreement. What is the process for negotiation on terms i.e. should exceptions be submitted as part of the proposal? What happens if agreement is not reached on terms of the Concession Lease Agreement?</p>	<p>There will be no negotiations for the lounge agreement. As stated on page 7 of the Request for Proposal (RFP),</p> <p>"If the lease or other documentation required by BDD is not signed within 60 days, Concessions may proceed with the second recommended proposer and the proposal deposit will be forfeited."</p>
<p>Regarding Concept Fit, can DFW confirm that a proposal that combines one lounge concept with other non-lounge concepts included under one package, that would not be acceptable?</p>	<p>That is correct.</p>
<p>The RFP makes reference to a 'Concept Description Form', can DFW please confirm in which section that form is located?</p>	<p>Please see the link below to Attachment 1 – Concept Description Form.</p> <p>https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_951179.pdf</p>
<p>Regarding the award limit provision, does this provision apply to the common-use lounge operator that will be operating "The Club DFW" i.e. are they precluded from operating a second location in Terminal D or a second location in Terminal E?</p>	<p>No.</p>
<p>Is there available space in the terminal for storage/office/prep in addition to the lounge space?</p>	<p>Yes. However, space available is minimal. Please accommodate space within your location to supplement needs.</p>
<p>In order to maximize available seating for guests and in considering the close proximity to the airport restrooms, we would ask if DFW might consider</p>	<p>No.</p>

REQUEST FOR PROPOSAL**ADDENDUM NO. 2**

making the inclusion of restrooms and a shower non-mandatory?	
Please advise location of demising line between American and the available space – Terminal D	Refer to the Lease Outline Diagram included in the Package Document and in Attachment 4: Maps.
Please clarify how many years the lease term will run.	Please see the link below. https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_951179.pdf
What are the Press contacts and current cost of press? Terminal D	The successful proposer will receive directions from our Corporate Communication/ Marketing team regarding Press and Media.
Car access policy – Terminal D	The successful proposer will have access to parking privileges and employee parking lots.
Who is the responsible for the maintenances of the space: preventive and corrective– Terminal D	The successful proposer is responsible for the maintenance of the space.
Maintenance contacts in the airport?	We do not have a list of maintenance contacts.
Do we have availability of warehouse? Where? Inland side or airside? – Terminal E	The successful proposer will have storage options within the airport. Terminal D and Terminal E have landside docks and ramp level, airside storage.
Also, extra space in Terminal D?	There is no additional space available.
Please provide as built drawings – What does LOD means?	PDFs of the original design drawings will be available to the successful proposer. For submittal purposes, please use the Lease Outline Diagram (LOD) included on the Package Description and as part of Attachment 4: Maps.
Will you supply a copy of the tour attendance list?	Yes, please see the link below. The list is under the Resources column. https://www.dfwairport.com/concessions/solicitations/current/index.php
Do you have to bid on both locations?	Yes.
Do you plan any interim arrangements for the carriers during development? – Terminal D	Yes.

REQUEST FOR PROPOSAL

ADDENDUM NO. 2

Is it anticipated that Air France will gate out of Terminal D?	Yes, but DFW cannot guarantee any customer base.
Will Terminal E have any international departures in future other than Canada?	DFW cannot guarantee any customer base.
Any 'As Built' drawings of the existing Clubs in terminal D so that we can better understand the dilapidations in the area?	PDFs of the original design drawings will be available to the successful proposer.
Based on the fact that the current Clubs are still operational, do you happen to have any shareable data of passenger usage split by customer?	No. There are approximately 5,000 passengers per month in the current lounge.

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