

REQUEST FOR PROPOSAL

Small Business CONCESSIONS OPPORTUNITY

Addendum No. 5

August 4, 2023

Final Date for Questions and Clarifications:
Thursday, July 27, 2023 by 6:00 pm CT

Proposal Due Date:
Now Due:

Monday, August 14, 2023, by 2:00 pm CT

Questions	Answers
What is the phasing schedule of construction for Terminal A?	Construction is to begin Spring 2024. Dates are subject to change.
Tab 2.1 - Proposal Criteria, A. Concept, Brand 1. "What are the anticipated annual system-wide sales for the first years for the proposed concepts/brands." Please elaborate as to how many "Years" DFW is looking for anticipated annual system-wide sales.	Provide the first year.
In Exhibit D what is the Sponsorship Fee line item referring to?	If applicable, this is referencing any sponsorship rights to be paid to the airport.

Questions	Answers
<p>Does DFW require an executed Joint Venture Agreement be included with the Proposer's submission for those proposals that have two or more SBEC partners?</p>	<p>If the Lease is to be performed by a Joint Venture, all members of the Joint Venture must be certified as SBECs. In addition to the required forms provided in Section 3.1 above, a draft of the proposed joint venture agreement may be submitted with the proposal submission to BDDD. The joint venture agreement should be prepared in accordance with BDDD's Joint Venture Template Guidance, available at www.dfwairport.com/business/opportunities/bdd/under Programs & Directories. The draft JV agreement does not need to be fully executed.</p>
<p>Ceiling height restrictions are a critical consideration in most frictionless technology installations. After review of Design Criteria Manuals and various resources listed in the Design Overview section, the minimum and maximum ceiling heights are undeterminable. Please confirm the height of the current occupant of the space for bid in RTL-3 and provide the minimum and maximum ceiling height the new tenant will be able to achieve after the demolition of the space.</p>	<p>Current ceiling is 9 ft, max ceiling of 10 ft 11 inch, but this will need to be field verified by concessionaires design team.</p>
<p>Would you consider moving the question submittal deadline back a week to fall in line with the new proposal deadline? (Final Date for Questions and Clarifications due August 3, 2023 by 6pm CT)</p>	<p>No.</p>

Questions	Answers
<p>All banks we have contacted do a 6-month Cashier's Check and do not offer a certified check. Could you please clarify if a 6-month cashier's check is OK, or if it does need to be 240 days, as mentioned in the RFP Information document?</p>	<p>Yes. A cashier's check for each proposal package, will be acceptable.</p>
<p>How many covers did the current Hudson unit do in 2022 and YTD 2023?</p>	<p>This data is not available.</p>
<p>What were the sales for Hudson in 2019, 2020, 2021, 2022 and YTD 2023?</p>	<p>This type of information must be obtained through an open records request through DFW Legal Department.</p>
<p>What is the estimated amount of active military that arrive and depart annually from DFW?</p>	<p>USO sees about 120,000 active military through the B47 center each year at DFW Airport.</p>
<p>Can prior SBEC awardees at DFW submit responses for this RFP?</p>	<p>Yes.</p>

Questions	Answers
<p>What are the sizes of the aircraft that park at Gates B 40 through B49?</p>	<p>The aircraft are mainly Embraer 170.</p>
<p>What are the enplanements for Terminal B at DFW?</p>	<p>FY23 Enplanements 5,934,201.</p>
<p>Does MAG get adjusted in year 2 based on proforma Sales x % rent? Or does MAG get adjusted in Year 2 based on actual sales in Year 1?</p>	<p>See Attachment 2:Draft Lease, Section 4.02 Rent, for details on the Minimum Annual Guarantee (MAG) and Rent.</p>
<p>When you say “small” retail section, what square footage amount are you wanting to see?</p>	<p>Please refer to Attachment 1: Package Documents for square footage of each location.</p>
<p>How many years of financial statements do respondents need to submit for review?</p>	<p>See Page 29 for Tab 2.3 Financial information and Exhibit H: Proposer Checklist for additional information.</p>

Questions	Answers
<p>Can the airport please provide examples of 'External Financial Support' that DFW would like to review?</p>	<p>See Page 29 for Tab 2.3 Financial information and Exhibit H: Proposer Checklist for additional information.</p>
<p>Where can I find the SBEC Joint Venture template?</p>	<p>See page 30 in the Request for Proposal (RFP) under SBEC Resources. Click on the link https://www.dfwairport.com/business/opportunities/bdd/</p> <p>Click on Programs & Directories and scroll down to SBEC Program for the SBEC Joint Venture Agreement Template.</p>
<p>Section IV. Schedule lists Q1 2024 as the anticipated Board date to announce successful bidders. Is the anticipated timeline considered in DFW's Q1 2024 Fiscal year (between October and December 2023)? Or is the calendar Q1 2024 (January 2024- March 2024)?</p>	<p>IV. Schedule: Calendar Year Q1. Dates are subject to change.</p>
<p>Can fresh coffee or single package beer and wine be offered as a beverage?</p>	<p>Refer to Attachment 1: Package Documents for the requirements of each package.</p>

Questions	Answers
<p>Is the anticipated design/construction project phase start date for RTL-3 scheduled immediately following the signing of the lease, which would occur in Q1 or Q2 of 2024? If no, then what is the anticipated date for design/construction start?</p>	<p>The project will commence upon Board approval and fully executed agreement.</p>
<p>Can you comment on what's contributed to over a 20% decline in sales in FY23 for the current occupant of the B43 retail space (RTL-3 location) and its current surrounding locations?</p>	<p>Locations onced closed due to the pandemic, are now open.</p>
<p>Does DFW anticipate other planned construction in gates adjacent to the RTL-3 space within the next 18 months?</p>	<p>None anticipated at this time.</p>
<p>How many daily total aircraft turns are there for Gates B40-thru B49?</p>	<p>Please see below.</p>

Average turns per gate

Month	B40	B42	B43	B44	B46	B47	B48	B49
Oct-22	5.3	5.6	5.8	5.5	5.8	5.7	4.5	2.7
Nov-22	4.2	5.2	4.6	4.8	5.0	4.8	3.7	3.1
Dec-22	4.5	5.2	4.5	4.5	4.7	5.0	3.6	2.6
Jan-23	4.7	5.2	5.1	4.8	5.3	5.0	4.0	3.1
Feb-23	5.5	5.5	5.8	5.1	5.5	5.3	4.0	3.6
Mar-23	5.9	5.9	5.2	5.5	5.7	5.6	4.4	3.0
Apr-23	5.7	5.7	5.7	5.7	5.7	5.8	5.0	3.0
May-23	5.4	4.8	5.2	4.5	4.9	5.4	4.3	2.7
Jun-23	6.2	6.0	6.2	5.6	5.8	6.0	4.8	2.7