

REQUEST FOR PROPOSAL

Terminal RFP CONCESSIONS OPPORTUNITY

Addendum No. 5

August 1, 2024

Final Date for Questions and Clarifications:

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

Proposal Due Date:

Monday, August 19, 2024, by 2:00 pm CT, 2024, by 2:00 pm CT

Items	Change/Clarifications
<p>Revised language on Page 32 in Solicitation 051324.</p>	<p>FROM:</p> <p>Proposer shall not submit a copy of a previously approved joint venture agreement applicable to a different location and not outline the ownership roles and responsibilities applicable to the proposed concept and location.</p> <p>TO:</p> <p>For either option, proposer shall outline the ownership roles and responsibilities applicable to the proposed concept and location. Proposer shall not submit a copy of a previously approved joint venture agreement applicable to a different concept and location.</p> <p>https://sites.dfwairport.com/concessions/solicitations/current/index.php</p>
<p>Updated Exhibits: Exhibit F-1, Exhibit F-4, and Exhibit F-6</p>	<p>Exhibit F-1 and F-4 have been modified. Exhibit F-6 reflects an updated document.</p> <p>https://sites.dfwairport.com/concessions/solicitations/current/index.php</p>

Items	Change/Clarifications
<p>Updated Page 23 in Solicitation 051324 C. Sales Potential.</p>	<p>What are the average sales per unit for this concept/ brand for the past 3 year?</p> <p>What are the historical concept/ brand's system-wide sales for the past 3 years?</p> <p>https://sites.dfwairport.com/concessions/solicitations/current/index.php</p>
<p>Updated Electronics Rents on Package 4.</p>	<p>Electronics Rent Range: 15%-18%. See package 4:</p> <p>https://sites.dfwairport.com/concessions/solicitations/current/index.php</p>
<p>Updated LOD on Package 11 & Package 12.</p>	<p>Updated notes on LOD.</p> <p>https://sites.dfwairport.com/concessions/solicitations/current/index.php</p>
<p>Updated Package 18 Requirements</p>	<p>9. Each room must feature a television.</p> <p>https://sites.dfwairport.com/concessions/solicitations/current/index.php</p>

<p>Questions</p>	<p>Answers</p>
<p>Are there any format restrictions on uploads to Bonfire? Are there any space limitations for uploads? For example, various software is used for renderings, and we would like to clarify if the Bonfire platform accepts any and all file types.</p>	<p>The maximum file size, regardless of file type, is ~1000MB (1GB) per file. This applies to all areas where files can be uploaded in Bonfire - Internal files, Public files/Supporting documentation, Public Notices/Q&A messages files, and submission files. For example, if your submission has 10 files that are each 1000mb, you will be able to upload all 10 as part of your submission.</p>
<p>Is there a requirement for mid-term refurbishment? If so, what is the amount required? When must mid-term refurbishment be completed.</p>	<p>Yes. Refer to Attachment 3 Draft Lease Agreement.</p>
<p>Will DFW consider different rent structure for higher priced electronic products or brands within the overall rent for electronics?</p>	<p>We currently have a different rent structure for Apple products. We will consider the same for other scenarios as presented.</p>
<p>The minimum requirements for RFP Package 6 include that the proposed menus for these spaces must include items packaged for take away. Can you please confirm if DFW is willing to waive this requirement as well?</p>	<p>Takeaway is required for this location.</p>

<p>Questions</p>	<p>Answers</p>
<p>During the pre-proposal meeting, it was noted that the ACDBE joint venture partner needs to have the NAICs code for the category of work they will perform in the joint venture. Does that mean they don't need the NAICs code(s) for the businesses that will be operated by the joint venture? For example, if the ACDBE partner is in a joint venture operating a restaurant or quick serve, is DFW saying that they don't need those applicable NAICs codes for restaurants or limited restaurants?</p>	<p>NAICS code applicable to each scope of work the firm sought to perform in its proposal; You must list each type of work an ACDBE is eligible to perform by using the most specific NAICS code available to describe each type of work the firm performs. Each ACDBE firm must be certified in a NAICS code applicable to the kind of work the firm would perform on the lease.</p>
<p>If the ACDBE partner's responsibility is HR services for the joint venture, is DFW requiring that they have to have the HR NAICs when the ACDBE is a food-beverage operator not an HR firm or consultant? All businesses handle HR as part of their ongoing roles operating their respective companies, but they don't seek the HR NAICs code as part of their certification unless those are the services they are in business for.</p>	<p>Same as above.</p>
<p>Are digital/electronic signatures acceptable?</p>	<p>Yes.</p>

<p>Questions</p>	<p>Answers</p>
<p>Since not all ACDBEs are seeking subleases, can you provide more information on the analysis to be undertaken by DFW as it relates to approving a joint venture with multiple locations? A joint venture across multiple locations helps to balance the rewards/risks as not all locations will perform equally and where locations may be in Piers with no current epax forecast, it becomes challenging to sublease and place entire risk on one firm when firms have agreed to joint venture and share risks/profits of all spaces. In addition, if a proposer is putting together a joint venture on multiple locations, at what point does the proposer need to submit that request and if prior to RFP submission, when will proposer receive a response?</p>	<p>The proposer needs to submit the waiver ASAP, preferably five (5) business days prior to proposal submittal, but as long as the waiver is received prior to proposal submission.</p>
<p>How many gates will there be in Pier A? How many gates will there be in Pier C?</p>	<p>Pier A: 10 Gates Pier C: 9 Gates</p>
<p>Can we get a split of sales on the coffee / news spaces, news vs. coffee?</p>	<p>The split varies depending on if the coffee is a national, regional, or local brand. It typically ranges between 25%-45% of sales being coffee.</p>

Questions	Answers
<p>Can you please provide the CAD files for all spaces included in this RFP?</p>	<p>Refer to the link below for the available CAD files. Additional detailed construction information will be distributed to the awarded proposers at a later date.</p> <p>https://spaces.hightail.com/receive/vBfmm8Da4Z</p>
<p>Are CAD (.dwg files) available for each plan provided for in the RFP? In addition, are there additional design documents available of the new proposed piers at Terminal A and C? Specifically intended reflected ceiling plans/ materials or visuals in order to provide context for new 'storefront' designs of units.</p>	<p>See the link below to the available CAD files.</p> <p>https://spaces.hightail.com/receive/vBfmm8Da4Z</p> <p>See the link below to the Tenant Design Manual.</p> <p>https://sites.dfwairport.com/concessions/resources/construction/index.php</p>
<p>Regarding Tab 6., C. #2., “Provide number of locations operated and the average gross sales for locations”: Are you looking for data from our locations operated within these subcategories, or all of our TOTAL company’s locations?</p>	<p>Provide data for relevant experience at your discretion.</p>
<p>Regarding Tab 6., C. #2., “Provide number of locations operated and the average gross sales for locations”: What is the time period desired for the “average gross sales for locations?”</p>	<p>Provide relevant history for the past 3 years in proposed concept.</p>

Questions	Answers
<p>We are interested to apply for package 1 (one). I have few questions to confirm that this will be a good fit for us:</p> <p>1) our concept is based on chicken shawarma, beef shawarma, falafel (veg item). Can you confirm it will fit the restaurant requirement in package 1?</p> <p>2) Based on the description/location of the restaurant, we think its an existing location which is Qdoba. Can you confirm? if yes, can we use it as-is since its design is very similar to our design?</p> <p>3) in package 1, it has a coffee concept, can you use the place as-is and getting it up to code?</p> <p>Starting from scratch requires significant demolition and build out. The guarantee sales number (low) you shared with us and lease % range (high) will not allow us to have a good ROI if we do the build out from scratch.</p>	<p>1) See Package 1 Fast Food Chicken requirements. https://sites.dfwairport.com/concessions/solicitations/current/index.php</p> <p>2) The Fast Food Chicken location is a new location in A Pier and will require a full build-out.</p> <p>3) A full remodel is required to maintain health, safety, code, and DFW aesthetic standards due to high traffic.</p>
<p>For Package 18, would the introduction of a digital passenger portal, via QR code in each cabin, be a sufficient alternative to TV units? Today's travel is more likely to consume content thru their own devices and we'd like to provide them access to free newspapers, magazines, movies, and tv shows via a digital portal. Please advise.</p>	<p>QR codes may be utilized as an additional feature, however, to provide passengers with the expected amenities, a TV is required in each unit.</p>

Questions	Answers
<p>On Package 2 - Dessert/Baked Goods, are coffee and coffee drinks allowed to be part of the sales mix?</p>	<p>Drip coffee (no specialty) may be allowed by request in proposal.</p>
<p>Can you please clarify the award limit criteria – does the 25% ownership/ management apply to just the opportunities within this RFP or for the total airport? Is the 25% based on sales or square footage of the concepts?</p>	<p>The Award Limits on page 19 of the RFP states the Concession Policy in which “no one Concessionaire may own... more than 25% of leased locations for any line of business and 20% of all locations in the airport.</p> <p>Percentage is factored as follows:</p> <ul style="list-style-type: none"> • 25% = # of owned locations per category divided by # of total locations per relative category. • 20% = # of total owned locations in all categories divided by # of total concession locations in airport in all categories.
<p>Can the airport provide current concessionaire ownership percentages, broken out between retail and F&B operations?</p>	<p>This information can be provided to each owner for their locations by request.</p>
<p>What are the parking rates for employees?</p>	<p>Refer to the Schedule of Charges. You must acknowledge the disclaimer and then click on the "Financials" tab. https://www.dfwairport.com/business/about/investors/</p>

Questions	Answers
<p>Is there a CAM fee? If so, please provide details.</p>	<p>All fees related to this Solicitation are stated in Attachment 3: Draft Lease.</p>
<p>Does the airport have a CRDC fee and how does receiving function at the airport? Please provide details.</p>	<p>A CRDC is not in place currently. Each concessionaire receives deliveries to landside docks in A, D, and E. Delivery information can be found on our Concessions website under Resources.</p>
<p>Can you please provide all required Attachments and Exhibits as fillable PDF forms (i.e. in fillable PDF format)?</p> <p>Can DFW release fillable forms?</p>	<p>Fillable forms are unavailable at this time. We are working on a solution for future RFPs.</p>
<p>If meeting the ACDBE goal, please confirm Exhibit F-3 Good Faith Effort Plan does not need to be included or acknowledged in proposal.</p>	<p>That is correct.</p>

Questions	Answers
<p>In Tab 6, C, 4.a., for the organization/staffing chart, do we need to list names of supervisors and staff? We can list names for owners, partners, and management, but supervisors and staff would not be hired prior to winning the location in this RFP.</p>	<p>Owners, partners and management will be sufficient.</p>
<p>Please confirm, the 10 year term begins from opening date for each concept?</p>	<p>Refer to Attachment 3 Draft Lease Agreement.</p>
<p>On Exhibit A: Proposal Acknowledgment Form, is the Proposer to replace (Owner/ Owner Representative) with applicable information?</p>	<p>Either the owner may sign or a representative may sign on behalf of the owner.</p>
<p>Is the proposal required to be in 8.5x11 format or is 11x17 an option?</p>	<p>8.5 x 11</p>
<p>When preparing a submission in Bonfire, it requests an upload of Exhibits separately as well as within their corresponding Tab upload, except for Exhibit F's. Please confirm, the multiple Exhibit F's should only be uploaded within Tab 10.</p>	<p>That is correct.</p>

Questions	Answers
<p>In Bonfire, please confirm we do not upload a collated version of our submission.</p>	<p>That is correct.</p>
<p>The RFP states “Financial Information” is excluded from the page count. Is “Financial Information” referring to Tab 7 and Tab 8?</p>	<p>Yes. Refer to Exhibit H for additional instructions.</p>
<p>The RFP states “ACDBE Participation Pages” are excluded from the page count. Are “ACDBE Participation Pages” referring to narrative information about ACDBE partners as well or just ACDBE Exhibits?</p>	<p>The ACDBE section (TAB 10) including Exhibits. Refer to Exhibit H for additional instructions.</p>
<p>If the locations in packages 4 and 5 will each individually have separate leases, how does a proposer sublease a location if all the units are not part of one master lease?</p>	<p>The “prime” or “master” lessee will be named on the lease for all locations in the package, including those that will be subleased.</p>
<p>Do all pages of Attachment 1 by package need to be included in the proposal or just the first page requiring signature?</p>	<p>The signature page is sufficient.</p>

Questions	Answers
<p>The RFP states “The Design Criteria Manual, as well as the CADD Standards Manual, Construction and Fire Prevention Standards, Concessions Tenant Design Manuals, and Construction Permit Fee Schedule can be found at www.dfwairport.com/concessions” but only some of the listed documents are on the concessions site under resources. Will the rest be released?</p>	<p style="text-align: center;"> Design Criteria Manual CADD Standards Manual Construction and Fire Prevention Concessions Tenant Design Manual Construction Permit Fee Schedule </p> <p>CADD Standards may only be applicable if awarded.</p>
<p>Where should Exhibit H Proposal Checklist be in the proposal?</p>	<p>The checklist is provided to aid in completing the requirements of a proposal. You may insert it at the end of the proposal if desired.</p>
<p>Will DFW please consider allowing a 30-day extension to the submission date?</p>	<p>The due date now has been extended to Monday, August 19, 2024 by 2:00pm CT.</p>
<p>We respectfully submit a request for an extension. We are so excited about this opportunity and working on it diligently on multiple packages; the number of opportunities available at once is requiring intensive analysis for each given opportunity as well as brand alignment which takes time, particularly with sought after Dallas based brands.</p>	<p>The due date now has been extended to Monday, August 19 2024 by 2:00pm CT.</p>

Questions	Answers
<p>If each location in a package will have its own independent lease, how will the package's annual ACDBE goal be calculated during the lease term?</p>	<p>By total revenue of all locations, i.e., Store 1 in package revenue = \$1,000.00. Store 2 in package revenue \$500,000. Total revenue for both stores equals \$1,500,000. ACDBE operates Store 2 which equates to 33% ACDBE participation.</p>
<p>Are copies of the ACDBE subtenant leases required with the proponent's proposal submission?</p>	<p>No</p>
<p>Was wondering if DFW would consider adjusting the page limits for the packages with multiple units? This is because we do not see how scoring can be balanced if a package with 5 units, 5 designs and 5 menus can be developed to the same level as detail as a package with 1 unit. Currently the 60-page limit appears to apply to individual and multi-unit packages. We do not see how the multi-unit packages available can respond to all that is requested within this parameter. If the authority would review and advise we would appreciate it.</p>	<p>Yes. Packages with 4 or 5 locations may go up to 80 pages.</p>
<p>Are brands prohibited from signing exclusive agreements with a single operator? Specifically, must brands be available for proposal by multiple operators, or is it permissible for them to enter into exclusive deals with one operator only?</p>	<p>Refer to Addendum 3.</p>

Question	Answers
<p>In Package 7, the Travel Essentials space shows 80 sf of Grab and Go. Is this part of the space, or is it a separate item?</p>	<p>Package 7 has a Gourmet Market & Retail location that includes a Grab & Go area. As stated in the Concept Description: This location will offer a wide array of products including retail, gourmet snacks, local gifts, themed souvenirs, and travel essentials along with high-quality grab and go gourmet options such as fresh-made salads or energy bowls, deli sandwiches, wraps and/or soups.</p>
<p>If a concessionaire currently operates a brand in DFW airport, and can provide a letter of support with a glowing recommendation from that brand, though not a "preferred entity" letter, given the concessionaire is already doing business and will continue to do business operating the brand to be proposed in DFW, can the concessionaire propose the brand in this RFP and receive fair and balanced consideration for the package containing that brand, without being disqualified?</p>	<p>Refer to Addendum 3.</p>
<p>Package #2 - A Pier, Package 6 - A Pier, Package 9 - E38 There are sub packages in each package. We wish to submit our bid for one subpackage, for example Grab & Go or Salty and Savory. Is this allowed or do we have to bid for the whole package including all subpackages?</p>	<p>No. You must submit for the entire package. If you would like to sublease, you must submit your information in coordination with another proposer.</p>

Questions	Answers
<p>Space C-2-105F-A01 is listed in the matrix as Design Condition "A9". The Tenant Criteria's, linked on the concessions website, list of A design conditions ends at A8. Please provide information on design condition A9 or otherwise clarify which design condition should be used for the design of C-2-105F-A01.</p>	<p>We have created a new Design Condition which reflects the nature of this location. The new design condition is C6. Click here link to download the new design condition documents.</p>
<p>Please clarify elaborate or define what an iconic bar is? Is it local regional or national? Is it iconic because of food or specialty drinks?</p>	<p>Iconic bars are typically local favorites, offer specialty drinks, and have a cosmopolitan attitude (sophistication and cultural diversity).</p>
<p>As it relates to XIII ACDBE Participation, Section 3. on page 32 of the Solicitation states that "Joint Ventures are not an option for multi-location concepts unless waived in writing by the Vice President or designee of BDDD". For clarification, as it relates to Package 18 Nap Centers, if both locations are to be proposed with the same concept, would a JV structure be permissible?</p>	<p>Refer to Addendum 4.</p>
<p>Since the proposal is both print and electronic submission, the printed tabs will have 2 sides. Can you please exclude the tabs from the page count? Alternatively, can you please add 20 pages to the page count?</p>	<p>The Tabs are excluded from the page count. Packages with 4 or 5 locations may go up to 80 pages total.</p>

Questions	Answers
<p>Can the airport provide detailed Tenant Design Manuals for the new Terminal A and Terminal C Piers. Current design criteria for these terminals does not include the new Pier developments. Can visuals for the design of these new Piers also be provided?</p>	<p>All of the information needed to present for the RFP is contained in the Tenant Design manual on the website. refer to the design condition for the space that you are interested in. See the attached Link for Interior Renderings of The Terminal A and C Piers. These images are conceptual in nature and the final build out may not align perfectly with these drawings.</p> <p>https://spaces.hightail.com/receive/xl9zUPK062</p>
<p>Will the airport be providing access to digital CADD/REVIT files of the proposed locations?</p>	<p>Refer to Addendum 4.</p>
<p>Section XIII Point #3 of the RFP states 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". We have two questions about this: 1) What exactly does "multi-location concept" mean? Does it refer to a package that has multiple brands/concepts, or something else? 2) What is the appropriate procedure and format for requesting the waiver, and who exactly is the person we should contact at DFW/BDDD to help with this?</p>	<p>Multi-location refers to packages with multiple units. The process for submitting a Joint Venture for a waiver is an email to tlee@dfwairport.com.</p>

<p align="center">Questions</p>	<p align="center">Answers</p>
<p>Section XIII. ACDBE participation and M/WBE requirements page 32 in the RFP state the following: ACDBE Percentage Participation by way of a Joint Venture Agreement (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.):</p> <p>Please confirm if the concessionaire must submit a waiver for the following business structures:</p> <p>A. Prime Concessionaire executes a joint venture agreement with an ACDBE partner to manage, operate, construct, fit, and finish the four concepts/locations in package 7.</p> <p>B. Prime Concessionaire executes a joint venture agreement with an ACDBE partner to manage, operate, construct, fit, and finish the gourmet market and retail location and sublet the three flexible retail locations to an ACDBE.</p> <p>C. Are copies of the ACDBE subtenant leases required with the proponent’s proposal submission?</p>	<p>A)Yes. Need more detail. B) Yes. Need more detail. C) No</p>
<p>With regards to the required financial statements (including Exhibit E), for a newly formed JV, is it acceptable to provide these for the majority JV partner only, or do we also need to provide for all partners within the JV?</p>	<p>Refer to Addendum 4.</p>

Questions	Answers
<p>For ACDBE Percentage Participation, there is a note that "Joint Ventures are not an option for Multi-Location Concepts unless waived in writing..." Does "Multi-location concepts" refer to packages with multiple units, or to national brands/concepts with multiple locations? Additionally, what is the process for submitting a Joint Venture for a waiver as noted?</p>	<p>Multi-location refers to packages with multiple units. The process for submitting a Joint Venture for a waiver is an email to tle@dfwairport.com.</p>
<p>If the concept is owned by a single holding company, but this holding company is, in turn, owned by various shareholders including individuals and other companies, how should we complete the business disclosure form? Specifically, should we disclose the ownership details down to the individual level of each final owner of our holding company? For example, if a company owns 20% of our holding company and this company is owned by four individuals, should we report the final percentage ownership of these individuals in the holding company that is proposing the concept?</p>	<p>Yes.</p>
<p>Can you please provide a floor plan showing a layout of the existing rooms, doors, shower (where applicable), etc. for spaces A-2-131C-A01 and D-NC102?</p>	<p>We do not provide as-built conditions of existing concessions locations; all existing finishes will need to be completely demolished; new waterproofing, new furniture, fixtures, finishes and equipment will be required by the selected proposer.</p>

Questions	Answers
<p>Can we get a list of storage options available by Terminal? What is the location, size, cost per SF, and the date the storage space will become available?</p>	<p>Storage is available on a first come, first serve basis and will be provided upon award.</p>
<p>For the locations in the Food Court, who manages the shared seating, and will there be a fee associated?</p>	<p>The Airport will provide the furniture and the Airport custodial contractor will clean the area.</p>
<p>Can you please provide square feet for the current stores in DFW?</p>	<p>The combined concessionable square footage at DFW Airport as of 6/20/2024 is 348,716 square feet.</p>
<p>Can we get the total quantity of units and square footage of the concession program by type of Concept and by Terminal for Future State (i.e. 2027 or 2030)?</p>	<p>The Concessions space total for Phase 2 and 3 of the Terminal C Renovation and Terminal F have not yet been finalized.</p>

<p>Questions</p>	<p>Answers</p>
<p>On several of the locations in Retail specific packages, we note that acceptable rent ranges show 17%-20% whether it is travel essentials/market, electronics, flex retail, or specialty retail. Is that correct?</p>	<p>Yes. See revision to Package 4 as part of this Addendum for Electronics.</p>
<p>In Package 7, A Pier space LOD with Sq. Ft. of 2,658, shows an 80-foot grab-n-go area. Does the airport want this to be vending or are proposers able to handle as they see fit for the space?</p>	<p>As stated in the concept description: This location will offer a wide array of products including retail, gourmet snacks, local gifts, themed souvenirs, and travel essentials along with high quality grab and go gourmet options such as fresh-made salads or energy bowls, deli sandwiches, wraps and/or soups. This may not be vending.</p>
<p>Does the space in Package 11 (B-2-058C-A01) have a gas line or the ability to pull in a gas line from the current airport utilities?</p>	<p>All Concessions locations have natural gas available; either already in the location or nearby.</p>
<p>Per the LOD for Space D2-NC1-7B, the existing storefront is 11'6", can the storefront be expanded to take advantage of the full 23' width of the premise? 11 feet limits the visibility into the store and may not be viable for some brands.</p>	<p>Expanding to the full 23' will not be permitted. There may be utility lines preventing the expansion of the storefront.</p>

<p>Questions</p>	<p>Answers</p>
<p>Please confirm if a sink is required for a location providing packaged grab & go items. If so, what is the requirement for code for grab & go, example packaged sandwiches, parfaits, wraps, etc?</p>	<p>The Grab and Go will not require a sink unless food is packaged on-site.</p>
<p>Would you consider excluding resumes from the page count?</p>	<p>We will not count resumes in the page count.</p>
<p>Would you consider excluding the Org Chart from the page count?</p>	<p>We will not count the org chart in the page count.</p>
<p>Would you consider excluding the Proposal Deposit from the page count?</p>	<p>We will not count the proposal deposit in the page count.</p>
<p>Can DFW consider allowing for more than 60 pages particularly as several packages have multiple spaces that warrant a more descriptive narrative to explain the storefront brand and the many great local brands that would be highlighted within the store?</p>	<p>Packages with 4 or 5 locations may go up to 80 pages total.</p>

Questions	Answers
<p>If I believe a particular space in a package could accommodate multiple concepts in the category specified, is that allowed? For example, Package 2, A Pier – Dessert/Baked Goods (919 s.f.) could easily accommodate two concepts. Another example is Package 3, C Pier – Quick Service Street Tacos/Asian Fusion (2054 s.f.) which could also accommodate two concepts that meet the criteria for that space. I believe that these spaces will generate more revenue with two concepts</p>	<p>Review the Package 2 and 3 requirements.</p>
<p>I am still pending ACDBE certification, I was wondering if I can still submit a bid or at least submit my intent to bid during that time? Thanks!</p>	<p>The ACDBE certificate or certification letter must be submitted at the time of proposal submission with the appropriate North American Industrial Classification System (NAICS) code for the scope of work to be performed by the ACDBE. Pending certifications are not acceptable.</p>
<p>Regarding VI. Non-Responsive, “A Concessionaire/Proposer must be in compliance with the ACDBE Regulations, Policies, Procedures, and ACDBE Contract Provisions 90 days prior to a solicitation submittal or their proposal will be deemed non-responsive,” does that mean the ACDBE entity has to be certified (by one of the approved certifying agencies) 90 days prior to the proposal submittal?</p>	<p>An entity does not need to be certified 90 days prior to proposal submittal. Just certified at time of proposal submittal.</p>

<p>Questions</p>	<p>Answers</p>
<p>If proposers plan to operate any of the multi-unit packages as a joint venture (on all locations), what is the waiver and approval/analysis process to be undertaken by airport as noted in the RFP? What is the timeframe from when proposers submit to when proposers receive responses to be able to finalize and include for proposal submission?</p>	<p>Refer to Addendum 4.</p>
<p>If the proposal is 100% ACDBE can you please confirm it is correct to fill out only page 1 and 2 of Exhibit F-4 and no other pages from that attachment need to be fill out?</p>	<p>Please refer to the updated Exhibit F-4.</p>
<p>Are M/WBE certificates required at the time of proposal for the M/WBE requirements? The M/WBE section says certificates are not due at the time of proposal. The next section, Certification Requirements, says certificates shall be included with proposal submission. Thanks!</p>	<p>The M/WBE certificates are not due at the time of proposal.</p>
<p>Can you please confirm for Tab 8, Financials forms 42-45, two separate sheets should be completed to illustrate the financial statements for each location in the bid are include the sum of both locations on each form(s)?</p>	<p>Refer to Addendum 4.</p>

Questions	Answers
<p>Proposers are required to submit Exhibit: F-6 Active participation list. The form request information for all concessionaires regarding gender and ethnicity for ACDBEs and Non-ACDBEs. Should the prime concessionaire include its ownership ethnicity and gender? Or is this information only need for the prime’s ACDBEs? If the prime is owned by multiple shareholders is non applicable a viable response to gender and ethnicity?</p>	<p>As a recipient of federal funds, DFW Airport is required to create and maintain a ACDBE Active Participant’s List. The purpose of the list is to provide as accurate data as possible about the universe of ACDBE and non-ACDBE Concessionaires who seek to work on our federally funded contracts for use in helping to set DFW's overall goal. Please provide information on ALL prospective concessionaires who submitted request for proposals in support of this solicitation at the time of proposal submission. Attach additional copies of the form if necessary. Failure to provide the information along with your proposal shall deem your proposal non-responsive. This attachment may be a factor used to determine the Concessionaire’s good faith effort responsiveness. Should the prime concessionaire include its ownership ethnicity and gender? Yes, and state you are a Prime.</p>
<p>Is this information only need for the prime’s ACDBEs?</p>	<p>Both ACDBEs and non-ACDBEs.</p>
<p>If the prime is owned by multiple shareholders is non applicable a viable response to gender and ethnicity?</p>	<p>If the Prime is an ACDBE, list the 51% owner. If there is no majority owner, list all and you can use a separate sheet of paper.</p>

<p align="center">Questions</p>	<p align="center">Answers</p>
<p>My company is an ACDBE and my company and/or an affiliate thereof have previously proposed and have been awarded concession units at DFW International Airport (“DFW”). Is my ACDBE company allowed to prepare its own proposal for a package, and:</p> <p>(a) Participate as a JV partner in a proposal to be submitted by a non-ACDBE proposer (a “Prime”) for the same package?</p> <p>(b) Participate as a sublessee in proposals for the same package submitted by either a Prime or another ACDBE?</p>	<p>Please see page 11 in the RFP under VI. Non-Responsive: DFW may disqualify a Proposer as non-responsive, and its Proposal shall not be considered for reasons including but not limited to the following:</p> <ul style="list-style-type: none"> • Reason for believing collusion exists among the proposers. • Evidence proposer has interest in and/or involvement in more than one (1) submitted proposal(s) within any one package.
<p>My company is an ACDBE. Several other ACDBEs have asked for my assistance in preparing a proposal for one or a group of them for packages that my ACDBE company or an affiliate thereof will be proposing on. Neither my company nor I will have any ownership interest in the entity that submits proposals that I help other ACDBEs prepare.</p> <p>Am I allowed to assist any other ACDBE or group of ACDBEs prepare their proposal for the same package that my company is submitting for?</p>	<p>Please see page 11 in the RFP under VI. Non-Responsive: DFW may disqualify a Proposer as non-responsive, and its Proposal shall not be considered for reasons including but not limited to the following:</p> <ul style="list-style-type: none"> • Reason for believing collusion exists among the proposers. • Evidence proposer has interest in and/or involvement in more than one (1) submitted proposal(s) within any one package.
<p>Are we able to include videos in our electronic submission or links to press/websites?</p>	<p align="center">Yes.</p>

<p style="text-align: center;">Questions</p>	<p style="text-align: center;">Answers</p>
<p>In the event that another ACDBE, or group of ACDBEs, submits a proposal that is awarded a Package (the “Awardee”), am I or one of my companies allowed to enter into a management support agreement with the Awardee’s to provide accounting, human resource, management and other administrative services for a fee, to be approved by the DFW Business Diversity and Development department, up to five percent (5%) of gross sales?</p>	<p>Please see page 11 in the RFP under VI. Non-Responsive: DFW may disqualify a Proposer as non-responsive, and its Proposal shall not be considered for reasons including but not limited to the following:</p> <ul style="list-style-type: none"> • Reason for believing collusion exists among the proposers. • Evidence proposer has interest in and/or involvement in more than one (1) submitted proposal(s) within any one package.
<p>If the answer to the foregoing question is yes, my ACDBE company may provide contract services to another ACDBE, will that service cause my company to have to count the Awardee’s company’s unit in the calculation of units for purposes of the cap on the number of concession units one entity may own?</p>	<p>Please see page 11 in the RFP under VI. Non-Responsive: DFW may disqualify a Proposer as non-responsive, and its Proposal shall not be considered for reasons including but not limited to the following:</p> <ul style="list-style-type: none"> • Reason for believing collusion exists among the proposers. • Evidence proposer has interest in and/or involvement in more than one (1) submitted proposal(s) within any one package.
<p>If the Proposer is a Limited Liability Company majority owned by an ACDBE that has been formally organized (not a joint venture) does each member of the Limited Liability Company need to complete Exhibit B or only the Proposer?</p>	<p>All the investors with a financial interest or other ownership interest in the company need to be listed with their corresponding percentages of ownership. Refer to page 1 of the Exhibit B for further instructions.</p>

Questions	Answers
<p>I and two or more other ACDBE's ("ACDBE Group") would like to join together to submit a proposal for one or more packages. Please respond to the following questions:</p> <p>(i) May the ACDBE Group have another ACDBE, or an affiliate thereof, who is submitting a proposal (the "Helper") for the same Package, assist us in preparing our proposal for the same package? We do not want to be in violation of the collusion prohibition.</p> <p>(ii) May the ACDBE Group or one or more of its members also participate either as a JV partner or as a sublessee in another proposer's proposal (including the Helper) for the same package?</p>	<p>Please see page 11 in the RFP under VI. Non-Responsive: DFW may disqualify a Proposer as non-responsive, and its Proposal shall not be considered for reasons including but not limited to the following:</p> <ul style="list-style-type: none"> • Reason for believing collusion exists among the proposers. • Evidence proposer has interest in and/or involvement in more than one (1) submitted proposal(s) within any one package.
<p>We have a question regarding the bidding process. We understand that brands need to choose one operator to bid with per package. However, does this also apply to ACDBEs that will be subtenants? For example, for Package 6, does an ACDBE brand that will be a subtenant need to choose one operator to bid with, or can it be included in two different bids for the same package?</p>	<p>Yes, same applies.</p>

Questions	Answers
<p>Will you consider a 2-week extension for this project due date?</p>	<p>The due date has been extended to Monday, August 19, 2024 by 2:00pm CT.</p>
<p>Is it possible to extend the deadline of July 19 to next week for final questions regarding the concessions opportunity.</p>	<p>We are unable to extend the deadline for questions.</p>
<p>Can we bid on package #7 without the A Pier location?</p>	<p>No. You must submit for the entire package. If you would like to sublease, you must submit your information in coordination with another proposer.</p>
<p>Considering the question deadline is July 19, and answers to those questions may provide vital information whether the opportunity is viable or not, would DFW please consider an extension of the Deadline by 30 days to September 12th?</p>	<p>The due date has been extended to Monday, August 19, 2024 by 2:00pm CT.</p>
<p>Are F&B tenants allowed to use propane in their location(s)?</p>	<p>All Concessions locations have natural gas available; either already in the location or very nearby.</p>

<p align="center">Questions</p>	<p align="center">Answers</p>
<p>I have Korean Japanese fusion restaurant called F&F Japanese Grill. I would like to submit for Asian fusion category but do we need to serve alcohol or fusion drink? Is it a must? What if we don't serve any of those currently in our franchise.</p>	<p align="center">Refer to the minimum requirements in Package 3 which requires alcohol be served at this location.</p>
<p>I'm a Franchise Director at F&F Japanese Grill. I've been emailing for some time seeking answers to some of the questions I have. We are looking to apply for the lease in DFW Terminal C as an Asian Fusion Restaurant. I would appreciate it if you can answer the questions below; 1. Is it a prerequisite to carry an alcohol to apply? 2. What is the procedure to apply? Is it possible to submit in person?</p>	<p align="center">1) Same as above. 2) Refer to page 17 in the RFP.</p>
<p>For Exhibit D, if package has more than one location, would you like the Pro Forma to have all brands combined or separate?</p>	<p align="center">Separate per location.</p>

<p>Questions</p>	<p>Answers</p>
<p>We understand that for any particular package, we must submit proposals for all the concepts in the package. With respect to awarding, does the Airport award all concepts in a particular package to the same successful bidder? Or can the airport split up the award and give separate concepts in a package to different vendors?</p>	<p>A package with multi-concepts will be awarded to the “prime”. If a sublease opportunity exists, the prime will be the master concessionaire with a subtenant.</p>
<p>For the A-21 locations (package 6 salty/savory snack), can the requirement for the self-ordering kiosk be excluded from this location? The storefront is so small for this location its just not feasible to have a self-ordering kiosk and include all of the necessary equipment along with all of ADA requirements etc. to serve the airport passengers. The other two locations in this Package have larger storefronts and the self-ordering kiosk can be accommodated.</p>	<p>No. A self-ordering kiosk may be wall-mounted.</p>
<p>Addendum #2 states that Attachment #4 was updated to include the timing of Terminal A & C piers construction. However, no future dates are listed, only the completion date of the first phase of Terminal C high gates in 2022. Can you provide the anticipated future dates for the Pier projects?</p>	<p>Terminal A & C Piers: Late 2026 Terminal C Phase 2: Late 2026-Late 2028 Terminal C Phase 3: Late 2028 - Late 2030</p>

<p>Questions</p>	<p>Answers</p>
<p>Does this RFP include vending? I see flexible retail, but it has what appears to be a store front, so I wasn't sure.</p>	<p>No vending in this RFP.</p>
<p>What gates would be at A pier?</p>	<p>A14-18.</p>
<p>Seeking clarification on whether this RFP requires a Brand to give us (the concessionaire) Exclusive Rights to their brand for purposes of this RFP or if a Non-Exclusive (LOA) is all that is needed?</p>	<p>Refer to Addendum No 3.</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>Provide more detail and information in your proposal for consideration.</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>Refer to the concept description.</p>

<p>Questions</p>	<p>Answers</p>
<p>In Package 9, can it include 2 or more owners?</p>	<p>This package does not provide a sublease opportunity, but more than one owner may form a Joint Venture. Refer to Tab 10 of the RFP.</p>
<p>Can a joint venture comprised of 4 individual entities be a proposer for packages with multiple locations such as Package 7?</p>	<p>Refer to the Joint Venture requirements in Tab 10 of the RFP.</p>
<p>Please clarify further the statement in Section (XIII)3) which states: "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." What information must be submitted for the waiver and what guidelines are used by BDDD to grant the waiver? When will proposers be notified of the approval of a waiver?</p>	<p>Multi-location refers to packages with multiple units. The process for submitting a Joint Venture for a waiver is an email to tlee@dfwairport.com.</p>
<p>Since there is new terminal construction, what will the coordination look like with the base building? Will there be gas in the new pier extension?</p>	<p>All Concessions locations have natural gas available; either already in the location or very nearby. Refer to the Design requirements for each location within the package document.</p>

<p>Questions</p>	<p>Answers</p>
<p>Can you confirm if this the current TDM? https://sites.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_772762.pdf</p>	<p>The current TDM is: https://sites.dfwairport.com/concessions/resources/construction/P3_438853.pdf</p>
<p>Is additional proof of funds (such as a Letter of Credit) documentation required to accompany the "Financing Source" section on Exhibit C Estimated Initial Investment for Financials Tab?</p>	<p>No. See page 42 and 43 in the RFP.</p>
<p>What forms and exhibits need to be completed and submitted for a subtenant location within a multi-location package?</p>	<p>Refer to Exhibit H. All forms need to be submitted.</p>
<p>Seeking clarification of the use of the term MULTI - LOCATION requiring a waiver from BDDD to propose as a JV to meet ACDBE requirements. Is a multi-location concept any package with more than 1 unit? Or, is it a package where there are 2 or more of the exact same type of concept such as Package 6?</p>	<p>A package with more than one (1) location.</p>