

REQUEST FOR PROPOSAL
CONCESSIONS OPPORTUNITY
ADDENDUM NO. 1

May 12, 2017

Questions	Answers
Are there exemptions for young businesses w/less than 3 years business and under \$625K annual gross sales?	No.
Will you be awarding the 13 automated retail spots to multiple proposers?	No. All automated retail will be awarded to one proposer.
Automated Retail Vending: If awarded to multiple vendors, how many locations of the 10-13 can we request/be granted?	Please see above.
Automated Retail Vending: Would our Tenant Design Requirements be similar, therefore, to those specified for the Shoe Shine Tenants (Tenant Design Manual, Terminals A, B & E, Section 3.2, page 73)?	Base building finishes are provided around Automated Retail Vending locations. We do not expect that the proposers for Automated Retail Vending will be impacting or modifying base building finishes. Please provide graphics, renderings and details of your proposed concepts in a manner which best and clearly illustrates all aspects of the design and functionality.
Automated Retail Vending: I understand that the current category for Automated Retail Vending will not accept an alternative proposed MAG but given the nature of our business, is there ANY way an exception can be considered?	No.
When will the attendee list for the webinar on May 5, 2017 be published?	The attendees list has been published. https://www.dfairport.com/cs/groups/webcontent/documents/webasset/p2_895428.pdf

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In the webinar - the term was stated as a 5-year-term - but in the Concessions Lease Agreement it is stated that the term is 10-years. Which is the correct term lease for this RFP - 5 years or 10 years?	The lease provided is a draft lease for reference purposes. The term is 5 years. Please refer to Page 2 of the Package Documents.
What date was the RFP released or requested?	The RFP release date was April 28, 2017.
Shoe Shine: Is the DFW International Airport entertaining more than one company or exclusively only granting one Shoe Shine Co.? Example 5 for one company & 5 for another.of the 10 Locations?	All shoe shine locations will be awarded to one proposer.
The \$20,000 deposit....Once bid is granted what does it constitute?	The proposer deposit is for \$10,000; refer to page 20 in the Request for Proposal (RFP). The successful proposer will pay a \$20,000 Minimum Annual Guarantee (MAG).
Will the granted Shoe Shine company manage and operate business solely with DFW Airport?	Please clarify your question.
I desired to know the timing in which other interested company's knew or was made aware?	The electronic advertisement was released on April 28, 2017 with the Request for Proposal (RFP). The newspaper releases were on May 3 and May 7, 2017.
Stand Design states "Dark wood like". Does this mean it has to be a wood color/texture as in brown shades or just a wood grain texture in a dark color?	Yes, dark wood color (black, brown, and grey are acceptable) and wood grain. Please see Page 11 of the Package Documents.
Exhibit "D" What is the sponsor fee? Definition - what is it used or applied to?	Disregard the sponsor fee.

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