

**REQUEST FOR PROPOSAL
CONCESSIONS OPPORTUNITY
ADDENDUM NO. 7**

March 24, 2017

REMINDER:

RFP Packages: Packages (F&B-1 and F&B-2) are due April 4, 2017 by 2:00 p.m. Central Time.

RFP Packages: Packages (F&B-3, F&B-4, RTL-5, RTL-6, RTL-7, SVC-8 and SVC-9) are due March 28, 2017 by 2:00 p.m. Central Time.

Final Question: ALL packages final day of questions March 14, 2017 by 5:00 pm. Central Time.

Questions	Answers
<p>Our company (The Proposer) is a newly formed JV; how are we meant to fill Exhibit G - Workforce Composition?</p>	<p>The lead partner of the JV needs to complete and submit the workforce composition form.</p>
<p>Could you provide Exhibit G – Workforce Composition as an Excel worksheet or separate document? It is only found within the RFP (pg. 69) and is not a fillable document.</p>	<p>Refer to Resources for the Exhibit G Workforce Composition. https://www.dfwairport.com/concessions/solicitations/P2_701162.php</p>
<p>F&B-2: Terminal D Chicken location- With the restrictions on the pricing listed on the requirements, how can it be expected to pay such a high rent structure?</p>	<p>Using historical performance over time the Minimum Annual Guarantee (MAG) was based on sales expectations.</p>
<p>F&B-2: Terminal D locations that are up for bid have very high rents. Except for a couple of locations, the terminal D sales are down by 15 - 35%. What new airlines or additional flights are anticipated in terminal D in order to justify such high rents? There is nothing in the package documents that shows what will be occurring in terminal d to offset the rent.</p>	<p>Using historical performance over time the Minimum Annual Guarantee (MAG) was based on sales expectations.</p>
<p>Is there an opportunity for us to go out and inspect the space? If not, can you provide a more detailed plan of the surrounding spaces of B-2-088C-A01 and D-2-SC107 from package SVC-8 and C-2-045G-A01 from package SVC-9. We are needing clarification on what is a solid wall verses glass/window, and where circulation/open space is verses adjacent stores. Also, we are looking for images of the condition of the existing spaces, storefront, and adjacent spaces along with dimensions and ceiling heights.</p>	<p>An option is to purchase a low-cost airline ticket for the same day travel, allowing you to enter through the security checkpoint.</p> <p>As-builts will be made available to awarded proposers. For the purpose of your design submittal in the RFP, please use the Lease Outline Document (LOD) provided.</p>

REQUEST FOR PROPOSAL**ADDENDUM NO. 7**

<p>What is the estimated seat count for FB-1 & FB-4.</p>	<p>For F&B-1 and F&B-4 the square footage is defined in the Lease Outline Document (LOD) and the seat count will vary based on your design and layout. Refer to Addendum No. 5 for revised F&B-1 Lease Outline Document (LOD).</p>
<p>Is there storage available in FB-1 & FB-4 or is there additional storage available elsewhere? If there is storage available what is the charge for this additional space?</p>	<p>Yes, storage will be available. The current rate is \$50 per square foot per year.</p>
<p>If DFW does not receive any proposals for RTL-5 (or no proposers are awarded for this package) would it consider directly leasing individual spaces identified in this package rather than re-packaging and re-issuing another RFP?</p> <p>Further, would DFW accept non-conforming proposals for one or more (but not all) spaces in this package under this solicitation process?</p>	<p>Packages not receiving proposals will go back out for bid.</p> <p>No, DFW will not accept non-conforming proposals.</p>
<p>F&B-4: There is a difference in the square footage of 100 SF in the LOD and CADD file in the seating area?</p>	<p>DFW did not provide any CADD file all as-builts will be made available to awarded proposers. For the purpose of your design submittal in the RFP, please use the Lease Outline Document (LOD) provided.</p>
<p>F&B-4: The structural beam on the LOD doesn't line up with the column. How will this difference be handled?</p>	<p>For the purpose of your design submittal in the RFP, please use the Lease Outline Document (LOD) provided.</p>
<p>F&B-4: What is the total seat count?</p>	<p>For F&B-4 please use the Lease Outline Document (LOD) provided.</p>
<p>Is there a minimum investment amount required for the mid-term refurbishment?</p>	<p>Refer to Section 8.10 Refurbishment of the Lease. https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_714963.pdf</p>
<p>On Attachment 1 for Package F&B 1, number 14 states that the location will have common area cafe type seating. Is this common area seating within the 800 sq. ft. deli space?</p>	<p>The square footage is defined in the Lease Outline Document (LOD) and the seat count will vary based on your design and layout. Refer to Addendum No. 5 for revised F&B-1 Lease Outline Document (LOD).</p>

REQUEST FOR PROPOSAL**ADDENDUM NO. 7**

Attachment 1, for package F&B 1, number 15, states the location must work with other nearby locations to keep the shared seating clean and trash free. Is this Shared area the same as the Common area?	Yes, the common seating area is the same.
Is there anything special below the F & B -1, F & B -2, F & B -3 (pub/wine bar) or F & B -4 spaces (i.e. airline offices, baggage claim belts, restricted areas or exposed to exterior)?	Yes, these spaces are over airline office spaces, Board spaces and tug lanes.
Do F & B-1, F & B-2, F & B-3 and F & B-4 spaces currently have existing grease hoods and exhaust fans on the roof?	F&B-2, F&B-3, and F&B-4 have existing grease hoods and exhaust fans on the roof. F&B-1 will be provided a grease vent and fan on the roof.
In F & B -2, Space D-2-SV113, there seems to be what potentially is a large square mechanical duct? Does the square duct come straight down to the floor? Or does it end at the ceiling?	The duct ends at the ceiling.
The submittal label. At the bottom of the label there's an area that reads "Box _____ of _____", and I'm not clear as to what I'm supposed to write there.	Box 1 of 4 2 of 4 3 of 4 4 of 4
Under the "Bid Range" section, there are a few numbers there regarding retail, spa, allowances, etc. Would you mind explaining that to me please?	Please refer to Section 4.01 of the draft lease for clarification. https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_714963.pdf
Can you tell me what the ACDBE entails?	Please refer to the draft lease for clarification https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_714963.pdf
As you provided for food and beverage and retail in Addendum #4, would you be able to provide the total number of service locations upon the completion of TRIP so that we too may also calculate percentage ownership as it pertains to the cap?	Services are not included in the CAP.

REQUEST FOR PROPOSAL

ADDENDUM NO. 7

Should the material board be a digital representation or an actual, physical material board at this stage of the Request for Proposal?	Digital or printed materials representation included in your proposal are fully acceptable.
In Attachment 1 for F & B Packages 1 and 2, it states that the proposer will provide seating, tables and other furniture for "common area cafe type seating". Will the surrounding F & B operators be required to pay a pro rata share of the "common area cafe type seating" investment?	Each operator will supply seating for the associated common seating area.
Can you provide a list of concessionaires who have newsstands other than primes?	From the link below, click the "Resources" button in the middle of the page and then "News and Convenience Locations." https://www.dfwairport.com/concessions/solicitations/P2_701162.php

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