

REQUEST FOR PROPOSAL
CONCESSIONS OPPORTUNITY

Addendum No. 3

October 27, 2017

Questions	Answers
Do resumes included in the Management Experience section under Tab 2.1 - Concept count towards to the page limit?	Yes.
Is there storage available for the units being offered within these tenders? If so how much is the fee per sq. foot and what's the estimated size of the space available?	There is no storage available in Terminal C. There is storage available in other terminals at \$50/SF/Year. Sizes vary as needed.
Item 3 on page 30 states, "Provide a representative sample of materials and colors to be used." Does the Airport require physical samples of the materials and colors or are electronic material boards sufficient?	Electronic material boards will satisfy the requirement.
Passenger Projection for 2020?	FY18 enplaned passenger projection is 33.6M. Anticipated annual passenger increase is approximately 2%.
F&B-1: Package A-15 – sweet snack – could that be smoothies?	Smoothies can be part of the menu, but should not comprise more than 20% of the menu.
F&B-3: C22 – can this be smoothie?	Smoothies can be part of the menu, but should not comprise more than 20% of the menu.
Please clarify the difference between convenience retail and travel essentials?	A Travel Essentials location is primarily last minute items, reading materials, and sundries. Convenience Retail locations provide a higher mix of food and beverage products in addition to the offerings at a Travel Essentials.

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F&B-3: Does DFW anticipate that Package F&B -3 will have additional support space for storage and/or production?	There is no storage available in Terminal C. There is storage available in other terminals at \$50/SF/Year. Sizes vary as needed.
Can a company submit for several packages in one proposal?	No. Submit a separate proposal for each package.
How does a person open up their own shop? A boutique? What is the process?	Go to https://www.dfwairport.com/concessions/index.php to learn more about the Concessions.
What is the enplanement breakdown by terminal?	Please find enplanement information at the below link under Resources. https://www.dfwairport.com/concessions/index.php
Typical minimum hours of operation required?	Please see the Request for Proposal (RFP) on page 5 https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_906631.pdf https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_906631.pdf
F&B-1: To what extent is coffee allowed at sweet snack locations?	Drip coffee is allowed as part of the menu for non-alcoholic beverages, but should not be a large portion of the menu.
F&B-2: Spaces C22/D12 – Do the smaller concession spaces have any “backroom” storage available? If so, how many square foot?	There is no storage available in Terminal C. There is storage available in other terminals at \$50/SF/Year. Sizes vary as needed.
F&B-1: Can a New business concept be opened at DFW A? Is it on a case by case basis?	Yes. The concept must be a sweet snack.
Can applicable rental businesses be opened in the car rental center? (Other needed equipment or merchandise Sales)	No.
How often do you review accept/decline new businesses?	RFP releases occur in relation to location expirations.
For the "Convenience store" locations, can it me more of a niche product/demographic?	Please clarify.
Is there someone that can guide us through the process? To make sure we do everything correctly?	Please contact Sonji Brown-Killyon sbkillyon@dfwairport.com

<p>RTL-7: C-2-041D-A01: Convenience Retail for 100% clarity on merchandise assortment use clause, is it intentional to include both traditional and newsstand books and magazines and apparel, has and souvenirs, which are often not found in national branded convenience stores?</p>	<p>Please see package description. https://www.dfwairport.com/concessions/solicitations/current/index.php</p>
<p>RTL-7: In today's presentation on this package, Mr. Lemmons did not mention the Minimum product description of apparel, souvenirs. Are these categories required? (C-2-041D-A01)</p>	<p>Yes. Please see package description. https://www.dfwairport.com/concessions/solicitations/current/index.php</p>
<p>Is it possible to get few photos of the current space? Also, how do we know what is existing there such as plumbing, water, sewer, etc.?</p>	<p>Please respond with specifics to the location in question on available utilities. Terminal A and D utilities matrix is available in the Tenant Design Manual at dfwairport.com</p>
<p>We have an exciting Specialty Retail Concept that would amaze and excite the concessions team and passengers of DFW, but I'm having a challenge of seeing how to fit it the current RFP categories. Would a bid of this nature be deemed non-compliant and rejected? Or does your team consider non-conforming bids in another manner?</p>	<p>Proposal concepts must meet requirements of the package descriptions. Proposals not meeting requirements will not be considered.</p>

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