

**REQUEST FOR PROPOSAL**  
**CONCESSIONS OPPORTUNITY**

**Addendum No. 3**  
**April 4, 2019**

Item	Change/Clarification
Attachment 1 – Package Document	<p>Added rent category online sales of Currency Exchange.</p> <p><a href="https://www.dfwairport.com/concessions/solicitations/current/index.php">https://www.dfwairport.com/concessions/solicitations/current/index.php</a></p>

Questions	Answers
Please provide sales data for the last three years broken down by locations.	<p>Please see Addendum No. 1.</p> <p>Please see “Gross Receipts Summary” under Resources at <a href="http://www.dfwairport.com/concessions/solicitations/current">www.dfwairport.com/concessions/solicitations/current</a>.</p>
The marketing fee percentage set is too high for a high sales/low revenue business like foreign exchange and it should be a fixed amount to around \$12,000.00 per year.	<p>Please see Addendum No. 1.</p> <p><a href="http://www.dfwairport.com/concessions/solicitations/current">www.dfwairport.com/concessions/solicitations/current</a>.</p>
Please provide current opening/closing time for all the Currency Exchange stores.	The awarded company will work with DFW to establish a design schedule. Construction will be phased to minimize customer impact based on the agreed upon design schedule.
Sale of Travel Insurance-this product is no longer available due to changes in the law governing sale travel insurance on the day of travel and should be deleted from the list of services.	Please see revised package description.
As you are aware that the Foreign Exchange business continues to shrink due to substitutions brought on by Credit cards/ATM's and a savvy traveler, in light of this, a 7-year term makes forecasting difficult and risky. Respectfully we would like to suggest a 4-year term with 3 one-year extensions.	Our organization has a standard lease for RFP purposes and the lease includes a set number of years without options.

**REQUEST FOR PROPOSAL****ADDENDUM NO. 1**

<p>As it is a tender opened to international companies, we understand that the corresponding authorizations and licenses to carry out currency exchange services shall be submitted when starting operations. Please confirm.</p> <p>As the current contract is expiring on October 2019, if awarded the contract we assume we should start operations on November the 1st, but please kindly confirm when you expect to have a resolution.</p>	<p>Correct.</p> <p>The awarded company will work with DFW to establish a design schedule. Construction will be phased to minimize customer impact based on the agreed upon design schedule.</p>
<p>Can DFW clarify its DFW Airport Concession Policy that reads: "All proposers are subject to the DFW Airport Concession Policy wherein no concessionaire may own, control, manage or operate more than 25% of concession lease locations for any line of business and no one concessionaire may own, manage or operate more than twenty percent (20%) of all concession locations."</p>	<p>This will not apply for the Currency Exchange Line of Business.</p>
<p>As the incumbent currently accepts only Visa, Mastercard, American Express, Discover and JCB, will the Airport require the incumbent to also accept Union Pay and Diner's Club?</p>	<p>Yes.</p>
<p>When does the Airport Board anticipate announcing the winning bid/contract award?</p>	<p>Planning for an August/September Board.</p>
<p>Can the airport provide PAX forecasts for the life of the new contract?</p>	<p>FY19 Enplaned Passengers are projected at 36.2M, with an anticipated 2% annual growth rate thereafter. These projections are subject to change.</p>
<p>As gate assignments change, will DFW be flexible with the successful proponent of this tender regarding new and relocated locations?</p>	<p>Yes.</p>
<p>What is the associated value of the mid-term refurbishment requirement?</p>	<p>Please refer to Article 8 in Attachment 3 – Draft Lease.</p>

# REQUEST FOR PROPOSAL

# ADDENDUM NO. 1

<p>Page 27 of the RFP, number 3 states “Proposer shall provide average sales per square foot, in proposed concept, for the most recently completed three (3) consecutive years of business. Does the airport require 1 blended number or a breakdown by location?</p>	<p>Please provide a breakdown, number per location. If you have multiple locations, you can provide an aggregated average or average by Airport/Country/etc.</p>
<p>Article 10 – will a Surety Bond be accepted?</p>	<p>Yes, for Article 10.</p>
<p>In the latest RFP for Foreign Exchange Services, the airport has maintained a MAG similar to that of the previous RFP. (That MAG combined for all locations was \$1,545,400 for contract year 1.) Unfortunately, turnover has decreased 30% from full year 2014 to 2018. Would the airport consider decreasing the MAG accordingly?</p>	<p>No.</p>
<p>We provide airport pick up of FX cash transactions performed on-line. These transactions are processed at a lower rate than those processed over the counter (OTC). Will the airport allow a proponent the ability to offer a different percentage rent than offered for standard OTC transactions?</p>	<p>Please see Attachment 1.</p>
<p>The airport requests 3% in annual MAG increases. Would the airport consider decreasing that percentage?</p>	<p>No.</p>
<p>For Exhibit D, does the proponent need to provide data for each of the six (6) locations separately?</p>	<p>Yes</p>
<p>Is the DBE requirement 35% of net revenue or gross revenue?</p>	<p>The ACDBE goal is a percentage of annual gross receipts/revenue for each package.</p>
<p>When it comes to ACDBE &amp; M/WBE requirements, not being yet established in the USA, kindly confirm that we can submit the corresponding certificates after awarded the contract and once established in the country.</p>	<p>The Airport requires that ACDBE or M/WBE firms be certified by an approved certification entity at the time of proposal submission.</p> <p>Approved entities for ACDBE:</p> <ol style="list-style-type: none"><li>1. North Central Texas Regional Certification Agency (NCTRCA)</li></ol>

	<p>2. U.S. Department of Transportation-approved Unified Certification Program (TUCP).</p> <p>Approved entities for M/WBE certifications include:</p> <ol style="list-style-type: none"><li>1. North Central Texas Regional Certification Agency (NCTRCA)</li><li>2. D/FW Minority Supplier Development Council</li><li>3. Women's Business Council Southwest</li></ol>
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Please continue to check our website [www.dfwairport.com/concessions](http://www.dfwairport.com/concessions) for updates.