

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

**Addendum No. 3**

**January 30, 2020**

Item	Change/Clarification
Would the Board accept alternate proposals for Package Two, as long as the brands all fall within proposed concepts, but different combinations of brands?	Yes. A proposal deposit is required for each submission.
Do any of the RFQ or RFP offers require set aside units for the ACDBE versus creation of a JV as in prior RFP's?	Per the United States Department of Transportation (USDOT) CFR 49 Part 23, DFW may not set-aside Concessions/Leases for ACDBEs.
Can proposing on the Candy RTL – 5 be made contingent on also proposing on RTL – 6, travel essentials?	No.
What is the rationale for separating RTL – 5 and RTL – 6 from the RFP and issued as an RFQ instead?	We anticipate that these 2 packages will be highly competitive. This RFQ process allows proposers to allocate resources only if they are deemed to be qualified and are shortlisted.
Converting McDonalds / Brighton to travel essential will create two large travel essential stores only three gates apart. Was that intentional?	Yes.
What drove the material increase in ACDBE from 30 – 35% to 40 – 45%?	DFW Concessions Specific Goals shall be based upon the following factors: <ul style="list-style-type: none"> <li>• Type and location of concession</li> <li>• Availability of ACDBEs</li> <li>• Past ACDBE utilization on similar Contracts;</li> <li>• The Airport Board's progress towards achieving the Annual Goals;</li> <li>• Any other factors deemed relevant by BDDD.</li> </ul>

**REQUEST FOR PROPOSAL****ADDENDUM NO. 3**

Is the winning proposer expected to furnish the hold room in F&B #2?	Yes. Concessionaire shall provide all the seating, tables, and other furniture design applications and amenities to create an appealing common area that meets the standards and approval of the DFW International Airport Board.
GAP Pricing Comparison Declaration (see Resources column of solicitation)	This document will be completed by DFW prior to lease execution for each brand of the recommended proposer. Nothing is required for your initial proposal submission.
Why doesn't DFW take the highest price from the market basket among all like Concessionaires and establish a price? For example, Hudson News, Paradies, etc. Why not take the highest price found among them to set a consistent price level, while at the same time, maximizing DFW Airport's leasing potential?	Please refer to the GAP Pricing Comparison Declaration for pricing strategy moving forward.
Our Company is an ACDBE on the FAA's Website. This suffices as interstate qualification, correct?	<p>Incorrect. In order to credit the participation of an ACDBE or M/WBE towards the goal stated in the RFP, 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> <ul style="list-style-type: none"> <li>a. North Central Texas Regional Certification Agency (NCTRCA)</li> <li>b. U.S. Department of Transportation-approved Unified Certification Program - Texas Unified Certification Program (TUCP)</li> </ul>
Is the RFQ a prerequisite for the RFP for RTL-5 and RTL-6?	Yes, you must first submit the RFQ Questionnaire response by March 18, 2020. If your concept is shortlisted, you must then submit the full proposal by June 29, 2020. Proposal submission in lieu of the questionnaire will not be accepted.
Can the employee menu be to-go only?	No.
We are interested in the Fresh Market at gate A15. Can we bid for the location	Proposers must take all approved package locations.

## REQUEST FOR PROPOSAL

## ADDENDUM NO. 3

on its own, or we must bid for the entire bundle of F&B-2?	
Our ACDBE is an engineering firm, does this qualify to bid for the Fresh Market location?	The ACDBE must be certified with the proper NAICS code for the concession.
Is it possible to share revenue figures of some F&B concepts at DFW, to help us project sales for better accuracy in bidding?	Please see Terminal A Gross Revenue Summaries for F&B and Retail under the Resources column of the solicitation.
Are Retail and Services locations required to have an Employee Discount?	Yes.
Will Natalie's at gate A15 remain while there is a new candy shop at gate A11?	Construction will be phased to minimize impact and duplication.
When will the new Customer Segmentation Research be made available on the website?	The latest Customer Segmentation Research study is now available on the Concessions Website. From the Home Page, it is under the Resources tab.

Please continue to check our website [www.dfwairport.com/concessions](http://www.dfwairport.com/concessions) for updates.