

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

**May 25, 2017**

**PLEASE NOTE THESE CHANGES:**

**RFP Packages: ALL packages are due Monday, June 5, 2017 by 2:00 p.m. Central Time.**

Item	Change / Clarification
Revised RFP Due Date:	Revised date for Packages SVC-1 and SVC-2 <b>Due Monday, June 5, 2017 by 2:00 PM.</b>

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<b>Questions</b>	<b>Answers</b>
Retail Vending: Please define "RDA" and clarify what the RDA bid range % entails	Please refer to Section 4.01 of the draft lease for clarification. <a href="https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_714963.pdf">https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_714963.pdf</a>
Retail Vending: Please define "Branding" and clarify what the Branding % entails	Please refer to Section 4.01 of the draft lease for clarification. <a href="https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_714963.pdf">https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_714963.pdf</a>
Retail Vending: Where are the additional 2 location opportunities? The concessions map displays 10 locations across the terminals with one of those locations currently having two machines. Please clarify where those 2 additional location opportunities will be.	These locations are not defined at the moment.
Retail Vending: If not defined, can the 2 new locations be determined through mutual agreement between concessionaire and DFW Airport?	Yes, pending Airport approval.
Retail Vending: Can the current deposit on file offset the \$10,000 proposal deposit?	No.
Retail Vending: Please clarify the ability to remove and/or replace concepts (brands) during the term of the agreement. In other words, with airport approval, will concessionaire have the ability to swap or remove various concepts during the term of the agreement?	Yes, pending Airport approval.
Retail Vending: Does concessionaire have the ability to swap installed brands locations with the approval of the Airport? In other words, once installed, can concessionaire swap locations of brands that were proposed in different locations at the time of bid?	Yes, pending Airport approval.

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Retail Vending: Please clarify the following request under Tab 4, Section C: Provide a representative sample of materials and colors with a description to be used.	Provide renderings with a description of the units design, dimensions, and color.
Retail Vending: In the definition of "Gross Sales," does it account for charge-backs and returns?	Please refer to Section 4.01 of the draft lease for clarification. <a href="https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_714963.pdf">https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_714963.pdf</a>
Retail Vending: Within the executive summary and the ability to meet the experience requirements, does the airport want annual gross vending sales of more than \$625,000 from an individual airport or across the entire concessionaire network?	The cumulative gross vending sales are from across the entire concessionaire network.
Retail Vending: Per the language of Section 8.10 of the provided sample agreement, please confirm that there is no expectation of a mid-term refurbishment for this bid.	The lease provided is a draft lease for reference purposes.
Retail Vending: If there is a mid-term refurbishment requirement, please define the details of this requirement.	Please see above.
Retail Vending: Per the "Business Disclosure Form," please specify what is meant by Concept. Is this meant to represent the respondent and its owner, or each potential brand partner?	Concept is your operating name or dba name.
Retail Vending: Will bidders be provided the opportunity to discuss the logic that lead to the established MAG within the RFP?	The MAG is fixed and not negotiable.

<p>Retail Vending: For the Product Pricing List, should we be listing every single product sold in that machine and its price? Also, for the “average sales per unit” column, mean how many average units we typically sell per that exact machine?</p>	<p>If the number of SKUs in your proposed machines would be excessive, please provide average prices for product categories. A final price list for all items would be required if awarded. As for average sales per unit, this is referencing average sales per machine.</p>
<p>Retail Vending: Please clarify within Tab 4, Section B- how the Product Pricing List would differ from a submittal of all products that will be sold at each location?</p>	<p>Please see above.</p>
<p>Retail Vending: Under the “average sales per unit” column of the Product Pricing List, is this average annual sales per concept?</p>	<p>Please see above.</p>
<p>Retail Vending: Per section 4.01 of sample agreement, please define “gross receipt.”</p>	<p>Refer to page 9 within the RFP (Request for Proposal) for gross receipt definition.  <a href="https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_884563.pdf">https://www.dfwairport.com/cs/groups/webcontent/documents/webasset/p2_884563.pdf</a></p>
<p>Retail Vending: With airport approval, can concessionaire remove, replace, and/or relocate machines during the term of the agreement?</p>	<p>Yes, pending Airport approval.</p>
<p>Retail Vending: Section 4.07 of Draft Agreement – Can monthly sales reporting be submitted instead of weekly sales reporting?</p>	<p>Yes.</p>

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