

REQUEST FOR PROPOSAL
CONCESSIONS OPPORTUNITY

Addendum No. 7

November 29, 2017

| Item | Change / Clarification |
|----------------------------|---|
| F&B-1: Sweet Snack | Revised Term: The term has been changed from 5 years to 7 years. https://www.dfwairport.com/concessions/solicitations/current/index.php |
| F&B-2: Salty Snack | Revised Term: The term has been changed from 5 years to 7 years. https://www.dfwairport.com/concessions/solicitations/current/index.php |
| F&B-3: Gelato/Frozen Treat | Revised Term: The term has been changed from 5 years to 7 years. https://www.dfwairport.com/concessions/solicitations/current/index.php |

| Questions | Answers |
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| <p>Specific to Exhibit F-5, Minority/Women Business Enterprise (M/WBE) Commitment Form and Compliance Plan, if the proposer plans on meeting the goal through percentage participation, does page 2, Compliance Plan need to be completed at the time of the response submittal as well or can the plan be completed if awarded?</p> | <p>The M/WBE Commitment Form and M/WBE Compliance Plan must be completed and submitted at the time of proposal submission.</p> |
| <p>Does the Response require a fully executed Operating Agreement or will a draft (without signatures) suffice?</p> | <p>If the proposer plans to participate in a partnership with a certified ACDBE firm, the proposer must provide a Draft Partnership Agreement and ACDBE Certificate(s).</p> |
| <p>Where can I find M/WBE or ACDBE certified vendors list from the DFW website?</p> | <p>You may find M/WBE or ACDBE certified vendors from the DFW website, https://www.dfwairport.com/bdd/index.php To locate M/WBE or ACDBE certified vendors you may utilize the DFW Airport D/S/M/WBE Directory and/or the DBE State Directory.</p> |
| <p>OPTION FOR MULTI-LOCATION CONCEPTS UNLESS WAIVED IN WRITIGN BY BDDD. To our knowledge, there are currently no 100% ACDBE entities seeking to operate electronic stores in airports on their own. a. We respectfully request that proposers for Package #8 be allowed to operate (both locations) in the form of Percentage Participation by way of a Joint Venture Agreement.</p> | <p>Please submit a written request for a waiver to operate as a joint venture, addressed to the Business Diversity and Development Department with your proposal submission.</p> |
| <p>Is Exhibit H part of the required exhibits for submission?</p> | <p>No.</p> |
| <p>Will the airport consider allow proposer to submit 1 sample rendering that captures view of the storefront with clear view of the interior space?</p> | <p>No. Provide an interior and exterior rendering of the proposed location showing storefront design.</p> |

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| In lieu of a rendering for every location in every package (within a specific brand category), will airport allow proposer to submit 1 general rendering to represent the overall brand concept for all the spaces in that category? | No. Please provide a representative rendering of each location. |
| In lieu of a specific site rendering, will the airport allow proposer to submit a collage of images of current existing locations/concepts? | No. Provide an interior and exterior rendering of the proposed location showing storefront design. |
| Exhibit D – The information is asked Year wise. Does Year 1 mean a Full Calendar year of Operation? Or a partial year of Operation ending December 31? | Year 1 would be the first full year of operations. |
| Exhibit D - We are required to fill in “Percentage of Gross Receipts” However the sign in the required box is a \$ sign and not a % sign. Please explain. | Please see updated Exhibit D https://www.dfwairport.com/concessions/solicitations/current/index.php |
| Exhibit D - Sponsorship Fees. Is it the Charges for Entry Badges for employees and Employee Parking Charges? Please explain. | No. If applicable, this is referencing any sponsorship rights to be paid to the airport. This will likely not apply to the concepts in the Request for Proposal (RFP). |
| RTL-8: Electronics - For space C-2-104D-A01 (1,102 sf) in Package #8, the LOD shows an additional storage closet to the right of the store. a. Is this additional storage area part of the location and automatically included in the lease? b. Is the square footage of this storage closet included in the 1,102 sf identified in the size of the space? | A). Yes. B) Yes. |

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| <p>Can you please explain how rent is to be calculated and paid on "Allowances"?</p> <p>a. How are each of the types of Allowances listed in the RFP different from a simple discount on the wholesale cost of merchandise?</p> <p>b. Are you asking tenants to bid (within the prescribed range) on the percent of rent they are willing to pay on money (or the value of goods) rebated by vendors but not yet sold to the public?</p> | <p>Please refer to page 10 within the Request for Proposal (RFP).</p> |
| <p>Percent rent between 16% and 19% is unusually high for airport electronic stores, even in DFW. The blended COGS for this category of merchandise is over 50% of retail prices. Without the opportunity to offer tiered rent (based on sales levels) a rent rate (starting at dollar one) over 15% makes it difficult to be profitable.</p> <p>a. Would you consider lowering the minimum percent rent allowed to be bid (to, say, 12%) for locations designated for electronics?</p> <p>b. Would you consider allowing tiered rent (based on sales breakpoints or on categories of merchandise) for electronic stores?</p> | <p>a) No. b) No.</p> |
| <p>Please explain the term "full-service coffee component."</p> | <p>"Full-service" should include gourmet coffees, blended coffee, cappuccino, lattes, espresso and potentially tea served via barista or other staff.</p> |
| <p>In Package RTL-7 self-serve coffee is listed as a minimum requirement. Is the goal for this space to offer a gourmet coffee concept offering cappuccino, and artisan made to order coffee beverages?</p> | <p>No, the type of self-serve coffee is a drip coffee component.</p> |
| <p>Would "Emerging reading technology" include audio books?</p> | <p>Yes.</p> |

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| Package F & B - 4 states a locally or regionally recognized brand is preferred. Would a locally based, nationally recognized brand fit this preference? | Yes. |
| If we are a newly formed JV, will the financials for the majority owner be sufficient in response to the requirements? | Yes. |
| We do not have historical data; will the company's historical data for relevant concepts suffice? | Yes. Majority owner company historical performance will suffice. |
| RTL-6: Minimum Requirement #4 mandates a nationally branded coffee bar. May a local coffee bar be utilized? | No. |
| RTL-6: May the coffee bar also be used as a wine bar after 4:00 PM? Or may the coffee bar be a combination coffee/wine bar during all operating hours? | No. No. |
| Will DFW please extend the due date of proposal until December 22, 2017? | No. |
| What does, "Evidence proposer has interest in and/or involvement in more than one submitted proposal" mean? | A prime operator can only submit one proposal per package. |
| In 2014, the Airport issued an RFP (Package D2-02) for Salty or Sweet Snack. The term was 7 years. The current RFPs (Packages 1-3) have a term of 5 years which makes these opportunities less attractive for any operator and especially an ACDBE who may be required to develop and operate a unit (per Section XI, Item of the RFP) which may not be financially viable. Will the Airport consider increasing the term for these packages to 7 years? | After further review, the term has changed to 7 years. Please see the link below to the package documents. https://www.dfwairport.com/concessions/solicitations/current/index.php |

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