DFW

REQUEST FOR PROPOSAL

CONCESSIONS OPPORTUNITY

Addendum No. 1

March 14, 2019

Questions	Answers
Please provide historical sales data for the last three years.	Please see "Gross Receipts Summary" under Resources at www.dfwairport.com/concessions/solicitations/current.
Sales data per location for the last three years	Please see above.
Will DFW be releasing the sales of the incumbent operator?	Yes, please see above.
Marketing fee, FX is a high sales/low revenue business, the proposed fee is too high, we propose the it is changed to a fixed amount to around $12k per year	The current marketing assessment fee is 0.2% of Gross Receipts. This amount is non-negotiable.
Can you please confirm that pricing will be approved by the Airport?	Please clarify your question.
Will we get an email copy of the presentation?	This webinar presentation and other resources are available at www.dfwairport.com/concessions/solicitations/current under Resources.
What are the staffing requirements?	Locations are to be staffed at all times during regular operating hours and at least one "floater" employee will be used to facilitate breaks and/or transition periods to ensure coverage.
When does the current contract expire? Or when does DFW expect transition to the selected respondent?	The current contract is scheduled to expire in October 2019.

With the aim of submitting a competitive financial proposal and for further transparency, we would appreciate if you can provide information on turnover and number of transactions split by the different product categories for the last year 2018.	We do not have turnover information. Please see "Transaction Summary" under Resources at www.dfwairport.com/concessions/solicitations/current.

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