



CITY OF SAN ANTONIO

P.O. Box 839966
San Antonio, Texas 78283-3966

ADDENDUM II

SUBJECT: Request for Proposals, **Terminal A Food & Beverage Prime Concessionaire, (RFP-012-032-MA)**, dated March 11, 2012.

DATE: April 17, 2012

THIS NOTICE SHALL SERVE AS ADDENDUM NO. II – TO THE ABOVE REFERENCED REQUEST FOR PROPOSALS (RFP)

A. THE ABOVE MENTIONED RFP IS HEREBY AMENDED AS FOLLOWS:

1. In RFP Section VII, Submission of Proposals, Item A, Paragraph 2, Sentence 1, the deadline for submission of proposals is amended to read:

“All Proposals must be received in the City Clerk’s Office no later than 11:00 a.m., Local Time, on **Friday, June 1, 2012** at the address below.”

2. In RFP Attachment A, page 51, Compensation Schedule, the title is changed to read:

“**TAB 5 – COMPENSATION SCHEDULE**”

3. In RFP Exhibit D, DBE/ACDBE Program Overview and Requirements, item I is deleted and replaced with the following:

“I. The City and Aviation Department encourage the Respondent/Contractor to utilize currently approved and certified DBE/ACDBE firms on the contract for DBE/ACDBE goal achievement and credit purposes. The Aviation Department utilizes the services of the South Central Texas Regional Certification Agency (SCTRCA) to certify DBE/ACDBE eligibility status. Please contact the **SCTRCA at 3201 Cherry Ridge St., Building C-319, San Antonio, TX 78230 (210/227-4722)** for information regarding DBE/ACDBE trade areas or to apply for DBE/ACDBE status. The Aviation Department accepts DBE/ACDBE certification from any one of the six (6) certifying agencies under the Texas Unified Certification Program (TUCP) – Texas Department of Transportation (TxDOT), North Central Texas Regional Certification Agency (NCTRCA), South Central Texas Regional Certification Agency (SCTRCA), City of Houston, City of Austin and the Corpus Christi Regional Transportation Authority. All Proposals must be received in the City Clerk’s Office no later than 11:00 a.m., Local Time, on Friday, June 1, 2012 at the address below.”

4. In RFP Section VII, Submission of Proposals, Item B, Proposal Format, paragraph 1, is deleted and replaced with the following:

“B. Proposal Format: Each proposal shall be typewritten, single-spaced and submitted on 8½” x 11” (except where otherwise instructed) white paper with originals placed inside a three ring binder and each copy to be securely bound in a more economical fashion (i.e. – heat bound, spiral bound, etc.). The use of recycled paper and materials is encouraged. Unnecessarily elaborate brochures, artwork, bindings, visual aides, expensive paper or other materials beyond that sufficient to present a complete and effective submission are discouraged. Font size shall be no less than 12-point type. All pages shall be numbered and printed two-sided only. Margins shall be no less than 1” around the perimeter of each page. RFP Attachment A – Respondent Proposal may not exceed **eighty (80)** pages. Electronic files, websites, or URLs shall not be submitted in lieu of the proposal, other than the CD specified above.”

B. QUESTIONS RECEIVED BY CITY STAFF AT THE PRE-SUBMITTAL CONFERENCE OR IN ACCORDANCE WITH RFP SECTION VIII ARE ANSWERED AS FOLLOWS:

Question 1: Does the required local concept need to have an existing street location or can it be tied to a locally based San Antonio chef and count towards the local requirement?

Question 2: Does the required local concept need to have started its first location in San Antonio or can it be tied to a locally based San Antonio corporation, who is based in San Antonio but its concept started somewhere else?

Question 3: Does the required local concept need to have an existing street location today, or can it have a location that is in development/construction and planned to be open later this year in San Antonio?

Response: The following answers the three previous questions. A proposed local concept must meet either of the following criteria:

- a) have one or more existing locations in the San Antonio area, but not be widely operated outside of south central Texas; be popularly associated with San Antonio or south central Texas; operate with a generally consistent menu and trade dress; and be generally well known in the San Antonio community; or
- b) is developed by a San Antonio-based celebrity chef or restaurateur who has developed and operated one or more restaurants in the San Antonio area; who is popularly associated with San Antonio or south central Texas; who is generally well known in the San Antonio community; and who will remain continuously involved with the operation of the proposed airport facility.

Question 4: Can a flash drive be submitted instead of a CD?

Response: Yes.

Question 5: Do the provided 11x17 attachment forms count in the 60 page limit?

Response: Yes.

Note: Page limit is being increased to 80 pages (see Item A-4 in this Addendum II).

Question 6: Do the Letters of Agreement/Intent for each concept count in the 60 page limit?

Response: No.

Question 7: Can one concept and location be counted towards both the local and sublease requirements?

Response: Yes.

Question 8: Can we submit proposals that provide for food/beverage in pre-security area?

Response: Yes. Only one location (currently Las Palapas) could be accessible pre-security. Respondent's proposals must reflect how any TSA security issues can be addressed, if proposing pre-security.

Question 9: Will changes be made to the security checkpoint area?

Response: The only change will be to increase the pre-security queuing area.

Question 10: With United moving to Terminal B, what will gates be used for?

Response: No airlines have requested additional gates at this time. The gates will be City gates for per-use operations.

Question 11: Can any additional information be provided for phase schedule?

Response: Several phases will take place over a period of 18 months. Monthly meetings with will be held with contractors so Selected Respondent is informed.

Question 12: Will there be additional space for temporary facilities?

Response: City will work with selected individuals on alternate locations.

Question 13: What will the logistics fee be?

Response: The logistics fee is unknown at this time but it will be phased in.

Question 14: Can the City provide Lease outline drawings for each unit?

Response: See Attachment A to this Addendum II.

Question 15: Can the Airport provide sales information for the last three years for the locations that are included in the RFP?

Response:

Space / Location	Current Concept	2009 Sales	2010 Sales	2011 Sales
TA-124	Famous Famiglia	\$965,904	\$1,114,869	\$1,365,747
TA-129	McDonalds	\$1,721,689	\$1,738,329	\$1,781,232
TA-180	Las Palapas	\$1,580,883	\$1,812,427	\$1,831,571
TA-170	Creative Croissants	\$676,648	\$1,124,065	\$1,001,506
TA-144	Alamo City Microbrewery	\$555,627	\$607,799	\$682,237
TA-122	Shannon's Shoe Shine ^[A]	n/a	n/a	n/a
TA-152	Vacant	n/a	n/a	n/a

[A]

Shannon's Shoe Shine occupies a small section of the space.

Question 16: How many enplanements are the three new airlines and Southwest committed to for flights to Mexico?

Response: There are no commitments for enplanements. However, below are the number of seats projected at this time.

Origin	Destination	Carrier	Equipment Type	Number of Seats
SAT	Cancun	Airtran Airways	'73G	137
SAT	Cancun	United Airlines	'73G	124
SAT	Mexico City Juarez International Apt	Aeromexico	'737	124
SAT	Mexico City Juarez International Apt	Aeromexico	'ERJ	50
SAT	Mexico City Juarez International Apt	Aeromexico	'EMJ	99
SAT	Mexico City Juarez International Apt	Airtran Airways	'73G	137
SAT	Mexico City Juarez International Apt	Interjet	'320	160
SAT	Monterrey General Mariano Escobedo Apt	Aeromexico	'ERJ	50
SAT	Monterrey General Mariano Escobedo Apt	Vivaaerobus	'733	148
SAT	Mexico City Toluca Airport	Interjet	'320	160

Question 17: In RFP Attachment A, Tab 3 – Proposed Concession Plan, Item 4, Operations Plan, will one write up be sufficient if the same operation principles are applied to all of the concepts, with individual staffing plans and organizational charts, or is a separate plan required for each concept?

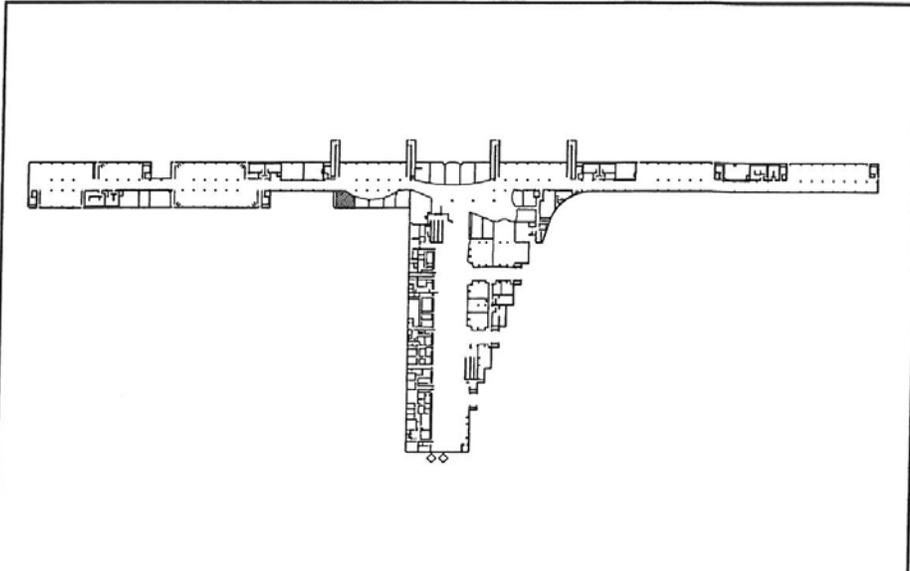
Response: Yes, one write up is sufficient.

C. Questions received at the Pre-Submittal Conference or in accordance with RFP Section VIII that were not answered above will be addressed in Addendum III.

**Attachment A to Addendum II
to the RFP for Terminal A Food & Beverage Prime Concessionaire
(RFP-012-032-MA)**

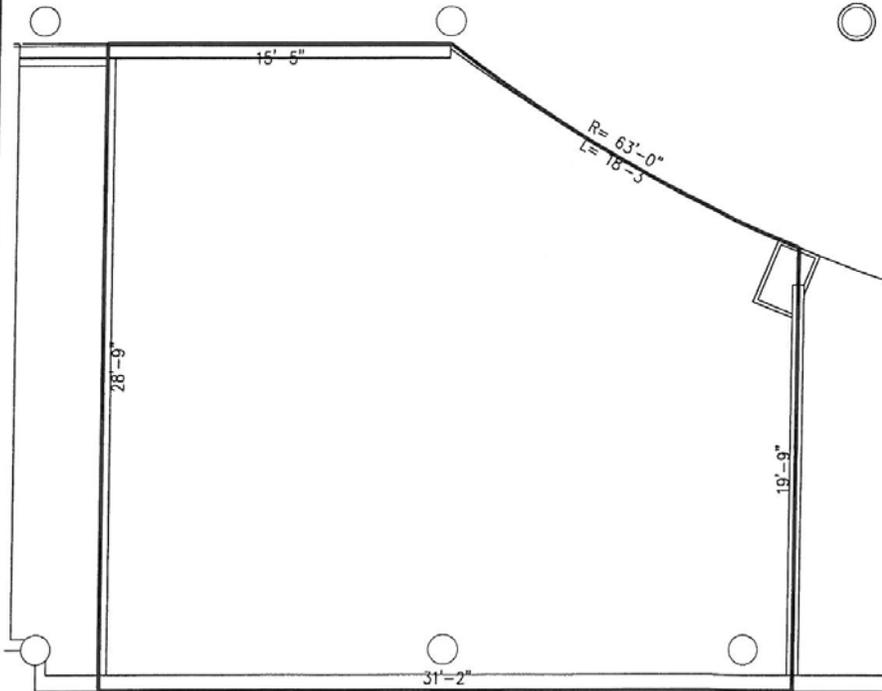
Lease Outline Drawings for Each Space

Space # 122 (818 square feet)



The document is diagrammatic and is intended only to show the demised premises of the project (hatched area.) It does not purport to show exact dimensions nor the final location of any mechanical, electrical, structural or architectural element. Further, the landlord reserves the right to add, eliminate or modify any such element, as

may be required from time to time. Tenant space dimensions, unless otherwise noted are to the centerlines of tenant partitions and column grids, face of exterior walls and to the outside face of service area partitions adjacent to the tenant space (viz. corridors, closets, and stairs.)

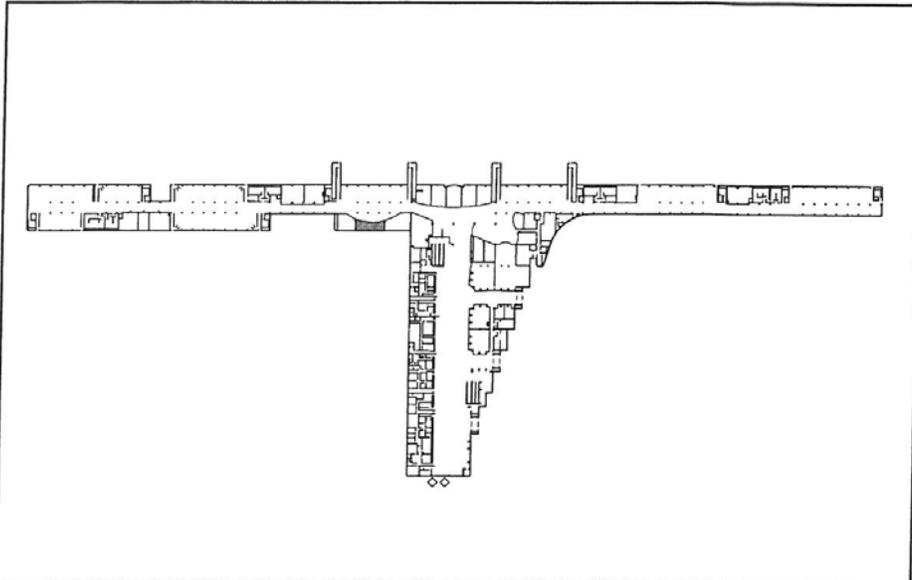


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**EXHIBIT
A2**

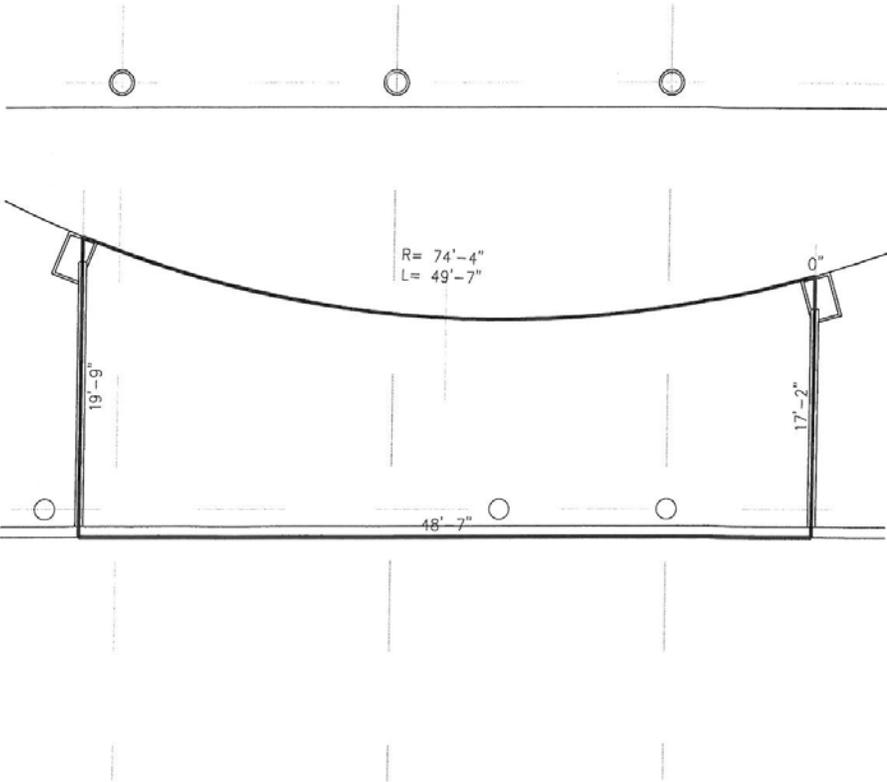
Level 1	122	TBD	818 S.F.
08/02/01			

Space # 124 (763 square feet)



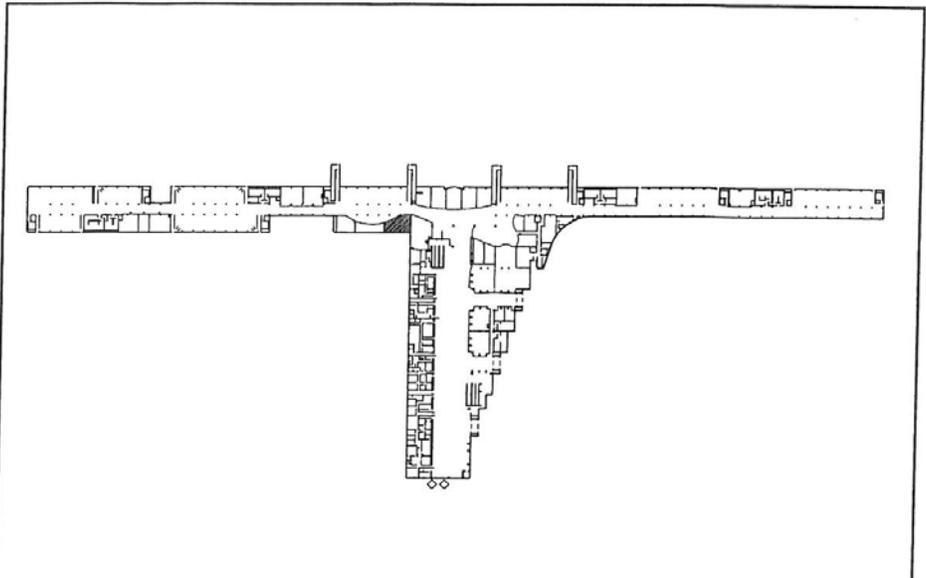
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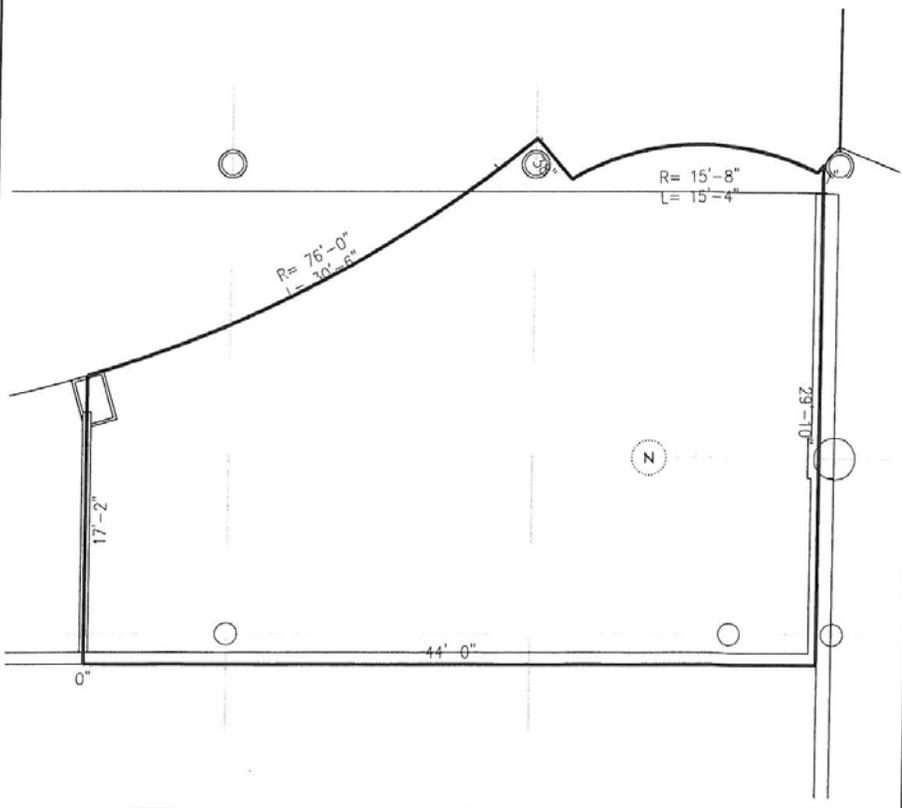
SAN ANTONIO INTERNATIONAL AIRPORT			EXHIBIT A2
Level 1	124 FAMOUS FAMIGLIA	763 S.F.	
01/02/02			

Space # 129 (1,140 square feet)



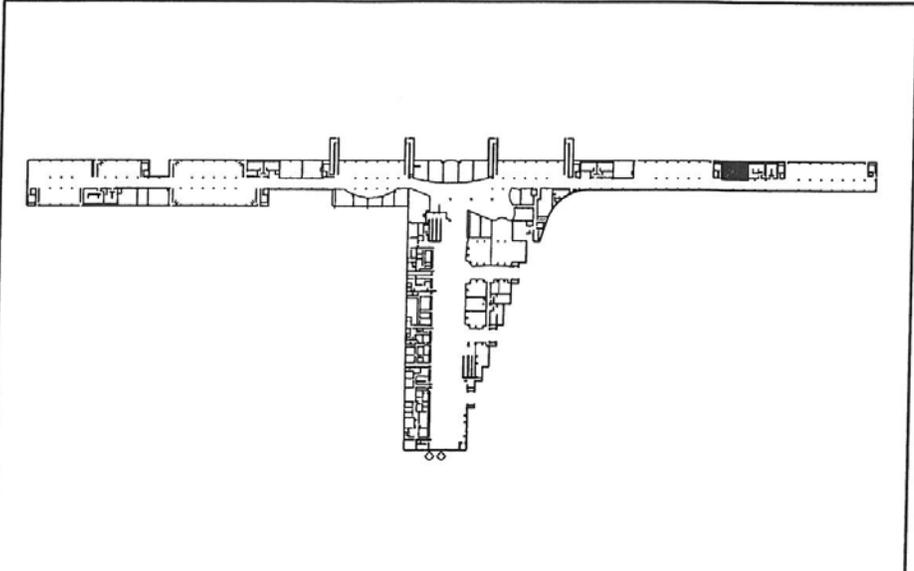
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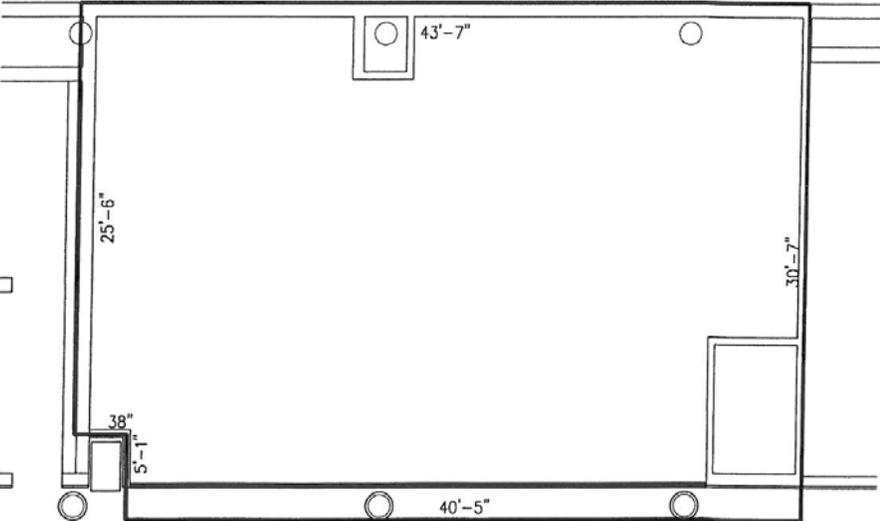
SAN ANTONIO INTERNATIONAL AIRPORT		0' 4' 8'	EXHIBIT A2
Level 1	129 MCDONALDS	1,140 S.F.	
01/02/02			

Space # 144 (1,318 square feet)



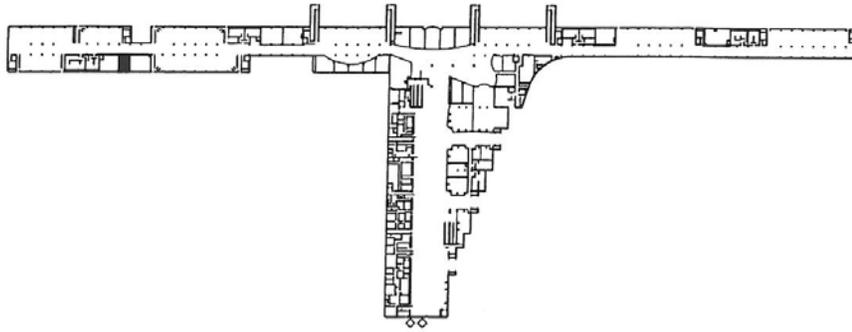
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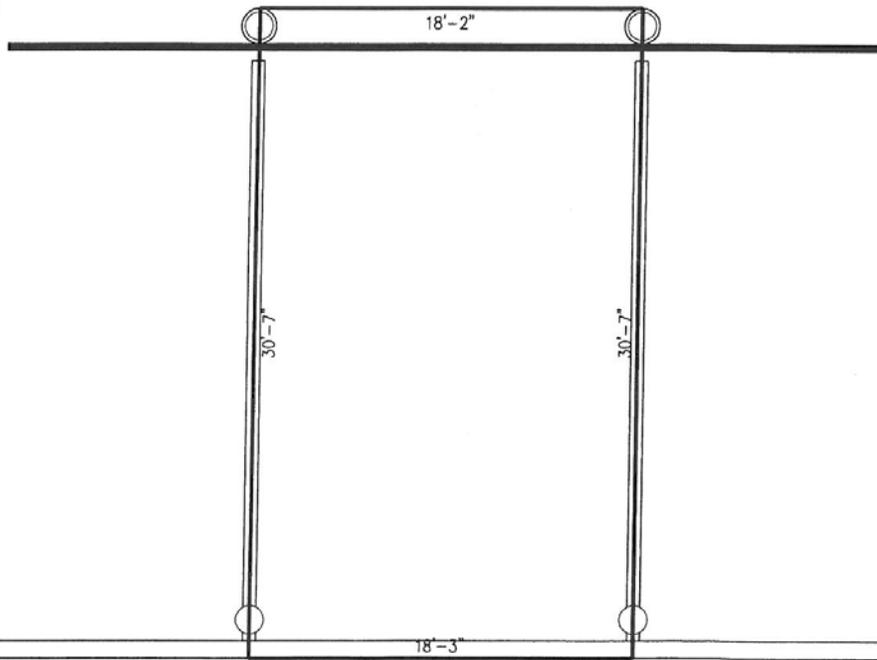
SAN ANTONIO INTERNATIONAL AIRPORT			EXHIBIT A2
Level 1	144 ALAMO CITY BREWERY	1,318 S.F.	
08/01/01			

Space # 152 (557 square feet)



The document is diagrammatic and is intended only to show the demised premises of the project (hatched area.) It does not purport to show exact dimensions nor the final location of any mechanical, electrical, structural or architectural element. Further, the landlord reserves the right to add, eliminate or modify any such element, as

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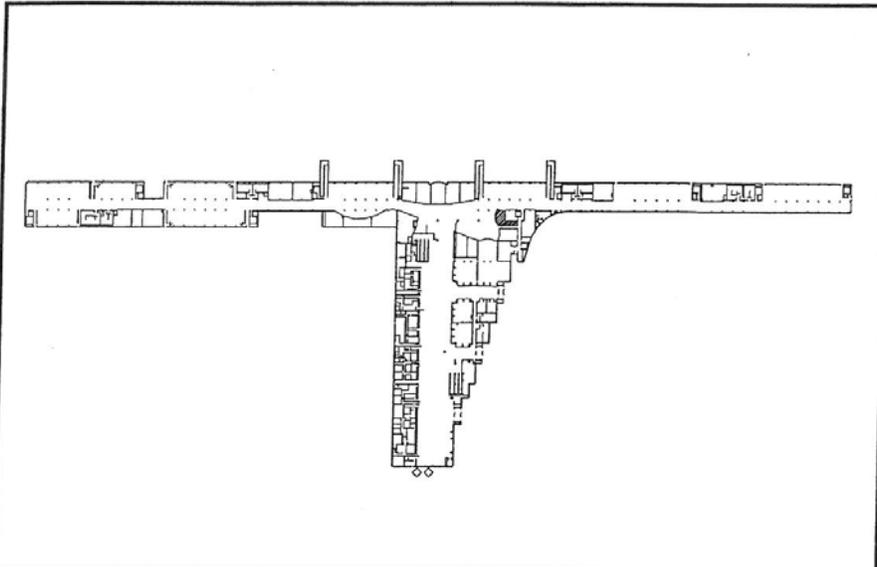


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**EXHIBIT
A2**

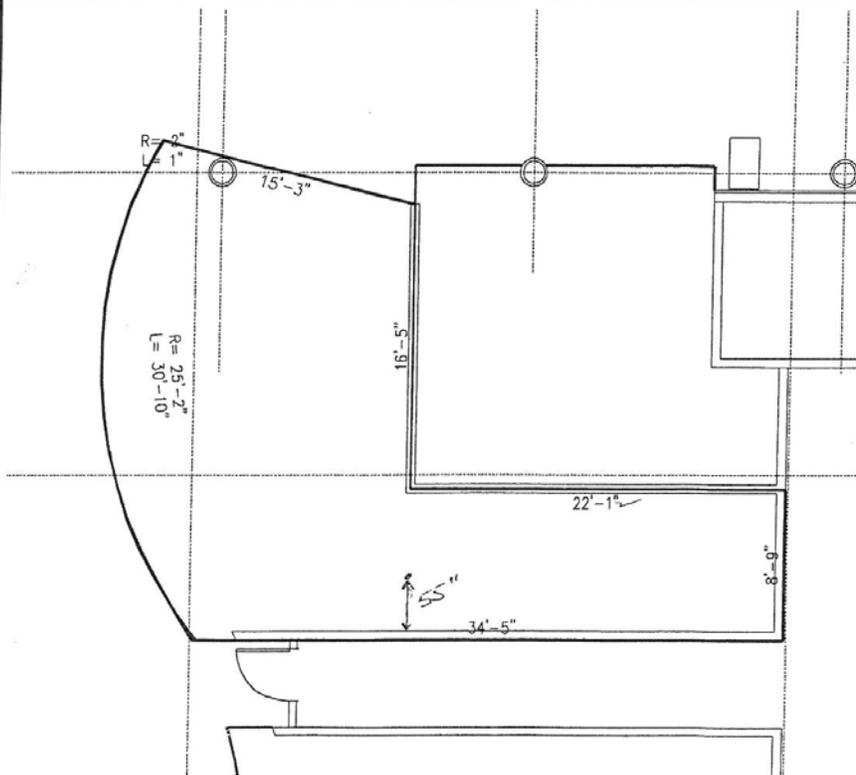
Level 1	152	T&D	557 S.F.
08/02/01			

Space # 170 (648 square feet)



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EXHIBIT

Level 1
12/16/02

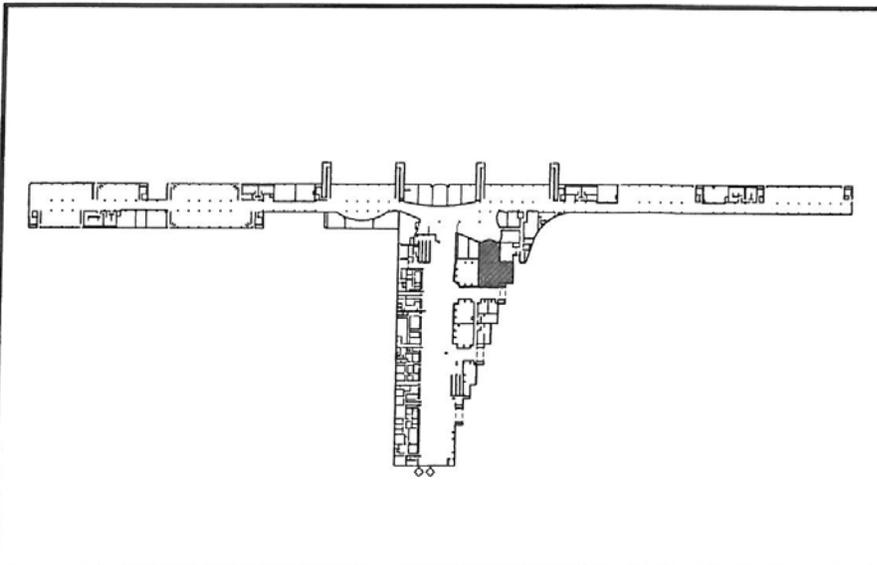
.170

Creative Croissants

648 S.F.

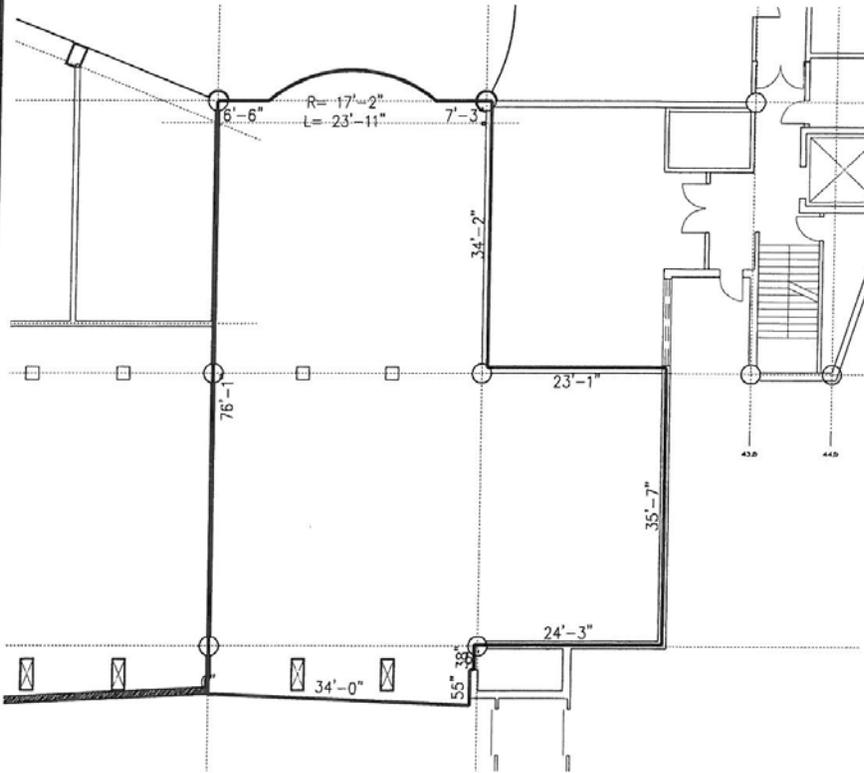
A2

Space # 180 (3,612 square feet)



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**EXHIBIT
A2**

Level 1
09/24/02

180 LAS PALAPAS

3,612 S.F.