

**LOUNGE RFP
ADDENDUM 1
FEBRUARY 12, 2019**

- 1) Is the lounge inside or outside of TSA?
 - a. The location is post TSA Security.

- 2) Please explain the concept of what is involved. Is there a bar? What are planned sales?
 - a. Per the RFP, it is upon the Proposer to provide what is proposed for the space, to include a bar, anticipated price, etc. Please review the RFP.

- 3) Could you give us the next 50year traffic assumption (per year, not per airline)?
 - a. ESTIMATED ENPLANEMENTS FOR FISCAL YEARS, ENDING JUNE 30
 - i. 2019 1,522,209
 - ii. 2020 1,552,653
 - iii. 2021 1,583,706
 - iv. 2022 1,615,380
 - v. 2023 1,647,688

- 4) Is it possible to have a first shot of answers on the 12th of February, but another Q&A session until the 22nd of February?
 - i. We will entertain additional questions, but there is not a guarantee of responses.

- 5) I didn't find the Exhibit H – Sample Lease Agreement in the RFP documents. Could you send it to us?
 - a. The Agreement is provided.

- 6) Can you provide the peak hours of traffic at the airport (general, not per day or per month)
 - a. The chart is provided.

- 7) I understand that there is no online bid submission. Could you inform us with how many copies do you want of the proposal?
 - a. I would appreciate four (4) hard copies as well as a CD or flash drive of your proposal submission.

- 8) Type of passengers: In order to offer the best amenities in our lounge to the guests, do you have any information on the typology of passengers, according to surveys or any other tools: percentage of people travelling in business class, travelling for business trips or for leisure, etc.

- a. Per our previous research, the breakdown is:
 1. Business Travelers 59%
 2. Leisure Travelers 34%
 3. Both 7%

- 9) Could you provide the Autocad plans of the space?
 - a. The drawings are attached.

- 10) Can you provide Attachment K – Concession Design Criteria Manual?
 - a. Yes, the manual is provided.

- 11) Could you provide the Attachment C – Proposal Bond document?
 - a. The Proposer can provide a bond document as long as it is acceptable to BAA and in the amount provided in the RFP.

- 12) Page 7/61, Article A.6.3 it is written the original check must be delivered to BAA no later than 2:00 on March 7, 2019 at one of the addresses but in Article A.12.1 the date provided is March 5, 2019. Which date is accurate?
 - a. March 7, 2019

- 13) It is noted that the available space is 1,151 square feet. Can any additional contiguous space be made available?
 - a. There is a potential of additional space but at this point, we would like to move forward with the provided square footage.

- 14) Is attendance at the Pre-Proposal meeting mandatory? Will another meeting be scheduled?
 - a. It was not mandatory, but another will not be scheduled.

- 15) Airline statistics – can you provide for the past year or more?
 - a. It is provided online <https://www.flybirmingham.com/about-bhm/statistical-report/>

- 16) Will the sign in sheets be provided?
 - a. Yes, they are attached.

- 17) Do you require a particular contractor?
 - a. No, we do not require use of a specific contractor. We have several agencies that have worked with us in the past, including DBE contractors, but we do not require a specific contractor to be utilized.

- 18) Would you consider postponing the deadline?
- a. If there is a true need, we will consider that. Once we receive the questions for the potential date of February 22nd, a decision will be made.
- 19) Does the IT have to tie in to central?
- a. Yes.
- 20) Does the airport require any licenses or permits through the Airport itself?
- a. No. You will be required to provide State, City, County, etc. licenses, but the Authority does not require a permit or license through the Authority.
- 21) Does the Authority anticipate that patrons enter for free or for a fee?
- a. The Authority anticipates that the successful proposer will charge a fee to enter.
- 22) Does the Authority have opposition to the successful proposer working with an airline?
- a. No.
- 23) Does the Authority require a minimum number of renderings?
- a. No. It is up to each proposer to provide what they believe will be sufficient for the Authority and its Board of Directors to make a decision.