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 50 year 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 22\textsuperscript{nd}, 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.