

**STATE OF ALASKA RFP NUMBER 2514H062
AMENDMENT NUMBER ONE (1)**

AMENDMENT ISSUING OFFICE:



Department of Transportation & Public Facilities
Statewide Contracting & Procurement
P.O. Box 112500
(3132 Channel Drive, Room 310)
Juneau, Alaska 99801-7898

THIS IS NOT AN ORDER

DATE AMENDMENT ISSUED: July 21, 2014

RFP TITLE:
Fairbanks International Airport Food and Beverage Concession

RFP DUE DATE AND TIME: August 29, 2014 @ 2:00 PM Alaska Time

The following is in response to questions posed by a potential offeror:

1. **Question:** Please provide copies of any financials for total sales, food, and beverage for previous years.

Response: See the following page for a report of the food and beverage concession revenue from June 2009 through April 2014.

2. **Question:** Please provide any future projections for enplanement.

Response: There are no known significant changes in air traffic patterns at FAI or future economic activities that are anticipated to lead to additional enplanements. It is anticipated that enplanements at FAI will remain flat for the next few years.

Neil Steininger

A handwritten signature in black ink, appearing to read "Neil Steininger".

Procurement Officer

PHONE: (907) 465-8446

FAX: (907) 465-2024

**FAIRBANKS INTERNATIONAL AIRPORT
FOOD, BEVERAGE CONCESSION REVENUE
CY10 TO CY14**

CONTRACT YR 2009 - 2010

	Jun-09	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Totals
FOOD / UPPER	\$ 81,859.00	\$ 76,801.65	\$ 97,249.77	\$ 59,825.31	\$ 48,092.51	\$ 50,747.66	\$ 46,937.33	\$ 48,696.57	\$ 39,774.82	\$ 43,514.62	\$ 35,607.18	\$ 56,795.52	\$ 685,901.94
FOOD / LOWER	\$ 7,371.68	\$ 4,753.54	\$ 6,260.51	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,570.01	\$ 20,955.74
LIQUOR	\$ 23,145.48	\$ 22,888.22	\$ 29,877.46	\$ 24,253.63	\$ 24,704.64	\$ 28,713.51	\$ 25,087.03	\$ 20,764.20	\$ 19,313.09	\$ 20,109.00	\$ 18,372.69	\$ 30,860.04	\$ 288,088.99
Total	\$ 112,376.16	\$ 104,443.41	\$ 133,387.74	\$ 84,078.94	\$ 72,797.15	\$ 79,461.17	\$ 72,024.36	\$ 69,460.77	\$ 59,087.91	\$ 63,623.62	\$ 53,979.87	\$ 90,225.57	\$ 994,946.67

CONTRACT YR 2010 - 2011

	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Totals
FOOD / UPPER	\$ 70,375.85	\$ 85,482.27	\$ 106,488.13	\$ 61,301.25	\$ 5,096.36	\$ 37,524.26	\$ 40,461.55	\$ 38,652.56	\$ 35,731.80	\$ 40,538.82	\$ 29,013.81	\$ 48,976.47	\$ 599,643.13
FOOD / LOWER	\$ 7,423.15	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,423.15
LIQUOR	\$ 25,314.67	\$ 31,132.48	\$ 40,832.76	\$ 29,654.03	\$ 33,598.16	\$ 23,142.66	\$ 25,532.82	\$ 28,167.62	\$ 24,519.79	\$ 25,492.15	\$ 22,196.35	\$ 31,419.14	\$ 341,002.63
Total	\$ 103,113.67	\$ 116,614.75	\$ 147,320.89	\$ 90,955.28	\$ 38,694.52	\$ 60,666.92	\$ 65,994.37	\$ 66,820.18	\$ 60,251.59	\$ 66,030.97	\$ 51,210.16	\$ 80,395.61	\$ 948,068.91

CONTRACT YR 2011 - 2012

	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Totals
FOOD / UPPER	\$ 53,008.41	\$ 74,635.19	\$ 61,571.52	\$ 51,475.15	\$ 41,795.68	\$ 33,448.64	\$ 37,901.45	\$ 40,153.65	\$ 33,500.40	\$ 39,436.14	\$ 37,362.33	\$ 39,441.51	\$ 543,730.07
FOOD / LOWER	\$ 12,152.59	\$ 12,563.42	\$ 9,409.82	\$ 1,305.31	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 35,431.14
LIQUOR	\$ 29,192.51	\$ 38,023.52	\$ 35,177.35	\$ 35,097.36	\$ 39,578.36	\$ 29,113.32	\$ 28,793.52	\$ 30,083.05	\$ 25,049.18	\$ 31,605.88	\$ 35,527.01	\$ 31,460.47	\$ 388,701.53
Total	\$ 94,353.51	\$ 125,222.13	\$ 106,158.69	\$ 87,877.82	\$ 81,374.04	\$ 62,561.96	\$ 66,694.97	\$ 70,236.70	\$ 58,549.58	\$ 71,042.02	\$ 72,889.34	\$ 70,901.98	\$ 967,862.74

CONTRACT YR 2012 - 2013

	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Totals
FOOD / UPPER	\$ 60,755.85	\$ 82,609.43	\$ 74,439.52	\$ 70,640.49	\$ 32,068.02	\$ 28,040.88	\$ 39,369.39	\$ 29,364.23	\$ 31,096.24	\$ 48,696.54	\$ 29,251.09	\$ 35,884.95	\$ 562,216.63
FOOD / LOWER	\$ 6,863.11	\$ 10,480.12	\$ 6,380.11	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,603.68	\$ 27,327.02
LIQUOR	\$ 34,017.86	\$ 45,347.60	\$ 42,561.65	\$ 50,866.29	\$ 32,797.54	\$ 25,574.64	\$ 31,516.23	\$ 22,918.78	\$ 22,988.70	\$ 33,788.08	\$ 26,177.37	\$ 27,431.73	\$ 395,986.47
Total	\$ 101,636.82	\$ 138,437.15	\$ 123,381.28	\$ 121,506.78	\$ 64,865.56	\$ 53,615.52	\$ 70,885.62	\$ 52,283.01	\$ 54,084.94	\$ 82,484.62	\$ 55,428.46	\$ 66,920.36	\$ 985,530.12

CONTRACT YR 2013 - 2014

	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Totals
FOOD / UPPER	\$ 83,996.09	\$ 80,947.95	\$ 77,521.97	\$ 77,521.97	\$ 42,972.93	\$ 41,316.72	\$ 56,855.51	\$ 38,064.36	\$ 46,918.81	\$ 78,544.73	\$ 43,927.18	\$ -	\$ 668,588.22
FOOD / LOWER	\$ 9,441.04	\$ 8,254.38	\$ 1,949.75	\$ 1,949.75	\$ -	\$ -	\$ -	\$ -	\$ 4,609.59	\$ 12,818.93	\$ 5,848.97	\$ -	\$ 44,872.41
LIQUOR	\$ 43,405.12	\$ 44,875.69	\$ 43,902.72	\$ 48,039.48	\$ 32,187.08	\$ 34,354.77	\$ 39,997.87	\$ 26,554.55	\$ 31,822.54	\$ 49,754.45	\$ 31,728.69	\$ -	\$ 426,622.96
Total	\$ 136,842.25	\$ 134,078.02	\$ 123,374.44	\$ 127,511.20	\$ 75,160.01	\$ 75,671.49	\$ 96,853.38	\$ 64,618.91	\$ 83,350.94	\$ 141,118.11	\$ 81,504.84	\$ -	\$ 1,140,083.59