

**STATE OF ALASKA RFP NUMBER 2514H062
AMENDMENT NUMBER TWO (2)**

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: August 15, 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 potential offerors during the pre-proposal conference held at Fairbanks International Airport on August 8, 2014.

1 Question:

What are the expected hours of operation?

Response:

Article VIII Paragraph K of the Sample Agreement included as Attachment 5 of the RFP states that the concessions shall remain open during all scheduled passenger flights and to best serve the needs of passengers, airport employees, and other airport users. The attached flight schedule is offered in partial response to this question, but is subject to change.

2 Question:

The historical revenue provided shows that the Lower-Level location is not open year round. Is it required to be open year round under this agreement?

Response:

Yes, the lower level location requirement is to remain open year round.

3 Question:

Are there any specific areas where the capital investment is required to be spent?

Response:

The concessionaire must spend a minimum of \$155,300 capital investment on the food and beverage facilities at the airport. There are no specific requirements regarding areas within the food and beverage space where the capital investment must be spent.

4 Question:

Who owns the equipment currently in the food and beverage space?

Response:

All equipment currently in the food and beverage space belongs to the incumbent concessionaire.

5 Question:

Will the incumbent be removing the existing equipment?

Response:

The incumbent has the right to remove any furnishings and equipment owned by the incumbent concessionaire at the termination of the agreement.

6 Question:

What type of liquor license is required for the Upper Terminal beverage sales?

Response:

Concessionaire must check with Alcoholic Beverage Control Board for designated type of Liquor License required. The current license is "Beverage Dispensary-Tourism." Note that processing of liquor licenses also occurs locally with the Fairbanks North Star Borough. Offerors should address their plan for liquor licensing in their proposed transition plan.

7 Question:

Will there be any equipment provided with the space?

Response:

The space will be provided without any equipment.

8 Question:

How much storage space will be available for the concessionaire?

Response:

There is 248 square feet of storage space available on the lower level. There is no storage space available on the upper level. However, storage can be added as part of Concessionaire design and build out, to be negotiated with the Airport.

9 Question:

Is the walk-in cooler on the upper level available for use by the concessionaire?

Response:

The walk in cooler on the upper level is not part of the agreement resulting from this RFP.

10 Question:

Is movement of the walls allowed?

Response:

Movement may be allowed, depending on the concept. With approval of the Airport the concessionaire may make changes desired to the spaces described in RFP Attachment 5 Exhibit A.

11 Question:

Is the airport allowing use of the airport facilities for preparing food for caterings?

Response:

The option to provide in-flight catering is not an authorized use in this Agreement.

12 Question:

Does the agreement include in-flight catering?

Response:

Use of facilities for off-site catering is not included in this agreement. A separate Business Activity Permit is required for in-flight catering. Please see: <http://dot.alaska.gov/faiiap/permitting.shtml> for Application.

13 Question:

There is a conflict between the term listed in the RFP and the term in the Sample Agreement, which is correct?

Response:

The term listed in the sample agreement is correct. RFP section 1.02 paragraph 3 is hereby amended to read: "The length of the contract will be from award, through November 30, 2021 with one (1) optional three (3) year extension to be exercised at the States discretion, contingent on prior FAA approval."

14 Question:

How is TSA product screening handled?

Response:

The airport (not TSA) is responsible for inspecting vendor deliveries bound for the sterile area. Current procedures are here <http://dot.alaska.gov/faiiap/pdfs/op-orders/6-3.pdf>.

15 Question:

Is there a loading dock available for use by the concessionaire?

Response:

There is a location available for delivery however there is not currently a loading dock available for use by the concessionaire.

16 Question:

Does the vendor pay fees for TSA product screening?

Response:

The vendor does not pay fees for TSA product screening. See No. 14 above.

17 Question:

What expenses are there for the concessionaires employees (e.g. parking, TSA fees, etc...)?

Response:

Concessionaire employees must pay appropriate badging fees and employee parking.

18 Question:

What passes will employees be required to hold?

Response:

Employees working solely in the sterile area are required to hold an airport ID badge and possibly a parking pass. If driving inside the security fence, additional training and vehicle permits are required.

19 Question:

What are the requirements for the required TSA background check?

Response:

The requirements for background checks change occasionally, but currently are a fingerprint based FBI criminal history records check and a TSA security threat assessment. Paperwork, fee and disqualifying criminal offense lists may be found here: <http://dot.alaska.gov/faiiap/pdfs/op-orders/6-3.pdf>

20 Question:

How are trash and refuse handled?

Response:

Trash and refuse are the responsibility of the concessionaire.

21 Question:

Is there a dumpster or trash compactor on site?

Response:

No, there is no on-site dumpster or trash compactor.

22 Question:

Is there a dedicated space where a dumpster could be stored?

Response:

No, there is no space available for a dumpster.

23 Question:

Please provide the regular flight schedules.

Response:

See attached flight schedules subject to periodic changes.

24 Question:

What are the percentage concession fees being paid on the current contract?

Response:

The current agreement has concession fees of 12% for food and non-alcoholic beverages and 14% for alcoholic beverage sales. The concession fee structure has been significantly revised for the agreement to result from this RFP.

25 Question:

Is vending part of the agreement resulting from this RFP?

Response:

No, vending is being solicited under a separate Invitation to Bid.

26 Question:

Is there an expedited security screening line for concessionaire employees?

Response:

An expedited line is available for concessionaire employees working at the airport.

27 Question:

Is there a fee which must be paid for TSA badges?

Response:

There is currently a \$60.00 Badging Fee for Fingerprinting w/CHRC and Security Threat Assessment.

28 Question:

What is the general trend of traffic at the airport?

Response:

Air traffic patterns continue to increase about 3% per year. The Airport can make no guarantees that this trend will continue and the trend is subject to many variable beyond the Airport's control.

29 Question:

How much traffic is comprised of seasonal carriers and what is the date range which these carriers provide service to FAI?

Response:

Seasonal carriers commence activity the first week in May and end the last week in September comprising approximately 15% of annual enplanements.

30 Question:

Do international flights route through the same concourse?

Response:

Yes, international flights arrive and depart from the same concourse. Arrivals are routed through customs, however departing international passengers spend time in the terminal prior to departure.

31 Question:

Is there an established transition plan?

Response:

The transition plan has been initiated with the incumbent concessionaire. However details of the transition plan are dependent upon the successful offeror's concept plan.

32 Question:

The sample agreement provided with the RFP limits prices to no more than 10% greater than the average of the price charged for comparable items within 25 miles. Is this meant to be the average listed price or the average price including any specials or discounts offered by the concessionaire at other locations?

Response:

No more than 10 % above average listed street pricing exclusive of any specials or discounts of other similar establishments providing food and beverage service and products within a 25 mile radius.

33 Question:

What is the busiest time of day and busiest season?

Response:

The airport is busiest in the early morning and late evening. The busiest season is the summer, though winter traffic from charter flights has increased in recent years.

34 Question:

At what time is the first flight of the day?

Response:

Please see the attached flight schedule. (Subject to periodic changes).

35 Question:

Does the TSA operate 24/7 or do they close in the evenings?

Response:

TSA closes in the early morning hours between the hours of 1:00 a.m. and 4:00 a.m.

36 Question:

What is the frequency of charter flights? Are they more prevalent during a specific season?

Response:

JAL provides charter service between the end of December and end of March, JAL in August and September, Condor between end of June and mid-September. See attached flight schedules.

37 Question:

Are there any restrictions for remodeling the seating area in the upper terminal? Are there any view restrictions regarding the windows?

Response:

There are no restrictions for remodeling the seating area in the concession area of the upper terminal.

38 Question:

Do the chairs and tables currently located in the upper terminal belong to the incumbent concessionaire or the airport?

Response:

The chairs and tables in the upper terminal concession space belong to the incumbent concessionaire.

39 Question:

If the concessionaire wishes to install a hood and vent would it be required to vent to the roof or to the side of the building facing the tarmac? Please provide detail regarding and restrictions or obstacles to the installation of venting.

Response:

Any hood and/or vent must vent to the secure side of the building (tarmac side). All hood/venting installations must be coordinated and approved by the Airport Engineer. The answer depends, in part, on the final layout. We are unable to make promises or representations about "restrictions or obstacles" that might be encountered during installation of a hood or vent.

40 Question:

Is the bar or cabinetry the property of the incumbent concessionaire or the airport?

Response:

The bar and cabinetry are property of the incumbent concessionaire.

41 Question:

Is the concept open to change or does the airport wish to see the space remain as-is?

Response:

The concept is open to change. The airport desires a new concept that will cater to the needs and wants of the traveling public. Offerors are encouraged to propose new and novel concepts and should not be restricted by the current space design. The proposed concept is a significant factor of RFP evaluation.

42 Question:

Are there any power load constraints for the facility? Can the power capacity be expanded?

Response:

There are no power load constraints for the facility. Additional power capacity is available. Concessionaire is responsible for all electrical work within the concession space.

43 Question:

Are there any customer complaints regarding the current service and concept?

Response:

Limited menu options.

44 Question:

The sample agreement states that the concessions shall remain open during all scheduled passenger flights. Would it be an acceptable proposal at the upper level food concession to provide full menu service at peak hours and "grab and go" service during slow times? Is staffing flexible?

Response:

The concept described would be acceptable to satisfy the staffing requirement. Offerors should describe how their staffing will serve the needs of the traveling public, airport personnel, and other airport users.

45 Question:

Is there currently outside ventilation available to the concession space? If not, who bears the cost of the addition of ventilation to the space?

Response:

There is no outside ventilation available to the concession space. The cost of vent/hood installation is the responsibility of the new Concessionaire.

46 Question:

Are the light posts in the upper level concession space the property of the airport or the incumbent concessionaire?

Response:

The light posts in the upper level are the property of the airport.

47 Question:

Is cleaning of the floors in the concession space the responsibility of the concessionaire or the airport?

Response:

Cleaning of the concession space, including the floor, is the responsibility of the concessionaire.

48 Question:

Are there maintenance closets available for use by the concessionaire?

Response:

The current layout includes a small maintenance closet. Offerors may include space for a maintenance closet in their concept plan and design.

49 Question:

Can the arrangement of the seating area be changed?

Response:

The concept, including the layout and arrangement, is open to change. The airport desires a new concept that will cater to the needs and wants of the traveling public. Offerors are encouraged to propose new and novel concepts and should not be restricted by the current space design. The proposed concept is a significant factor of RFP evaluation.

50 Question:

Is a liquor license required?

Response:

A liquor license is required.

51 Question:

Please clarify the food items which are allowed to be sold at the upper level location. Can the concessionaire sell bottled sodas?

Response:

Please see RFP Attachment 5 Exhibit E, the concessionaire may not sell bottled soft drinks in the upper level terminal, however, fountain soda drinks, bottle juice, and bottled water may be sold. The concessionaire may sell bottled soft drinks at the lower level location.

52 Question:

Is the incumbent concessionaire looking to transfer their liquor license to the new concessionaire?

Response:

The State cannot speculate to the incumbent's intentions. Offerors are free to contact the incumbent directly.

53 Question:

If a hood is installed who is responsible for cleaning the external vent?

Response:

The Concessionaire is responsible for cleaning any hood or external vent.

54 Question:

Is the concessionaire responsible for the grease trap?

Response:

The Concessionaire is responsible for the grease trap.

55 Question:

What locations are available for the installation of a grease trap?

Response:

The location of the grease trap is dependent on concessionaire's design and layout of the concession space.

56 Question:

Is the State willing to extend the due date of the RFP to accommodate analysis of the responses to the questions posed at the pre-proposal conference?

Response:

The schedule provided in the RFP, including the due date, anticipated that questions would be asked at the pre-proposal conference and accounts for the time needed to respond to questions.

57 Question:

Are there any positive customer comments regarding the current service and concept?

Response:

Friendly staff.

58 Question:

Can the concessionaire utilize the airports electricians during build-out of their concession concept?

Response:

The concessionaire is responsible for all electrical work within the food and beverage space. State electricians will provide access to power but will not be made available to assist in the build-out of the concession space.

Neil Steininger



Procurement Officer

PHONE: (907) 465-8446

FAX: (907) 465-2024



8/6/2014

Arrivals:														
Flight	Equipment	Arrives From	Time	Parking Gate	Boarding Gate	Frequency								Remarks
						S	M	T	W	T	F	S		
FFT643	A319	DEN	00:07	5	5		x		x		x		Ends 8/21, except 8/26 & 9/2	
QXE2815	Q400	ANC	00:18	1	1	x	x	x	x	x	x	x	RON	
ASA127	B737	SEA	02:00	2	2	x	x	x	x	x	x	x	RON	
ASA55	B737	ANC	06:57	1	1	x	x	x	x	x	x	x	Combi SAT & SUN	
QXE2801	Q400	ANC	07:58	1	1	x	x	x	x	x	x	x		
BPX271	B737	ANC	08:55	4	4		x			x				
JAL	B787	Japan	09:00	6	6	CHARTER							8/27, 8/29, 9/6, 9/8, 9/16, 9/18	
QXE2817	Q400	ANC	09:28	1	1	x	x	x	x	x	x	x		
ANT	B737	YDA	10:00	6	6	x	x	x	x	x	x	x	Dates/Times Vary Ends 9/13	
ANT	B737	YDA	11:00	6	6	x	x	x	x	x	x	x	Dates/Times Vary Ends 9/13	
QXE2803	Q400	ANC	11:13	1	1	x	x	x	x	x	x	x		
ASA56	B737	BRW	12:45	1/2	1/2	x	x	x	x	x	x	x	Combi SAT & SUN	
BPX272	B737	SCC	12:40	4	4		x			x				
DE4066	B767C	ANC	12:55	6	6					x			6/26-9/11	
QXE2805	Q400	ANC	13:28	1	1	x	x	x	x	x	x	x		
ANT	B737	YDA	14:00	6	6	x	x	x	x	x	x	x	Dates/Times Vary Ends 9/13	
QXE2807	Q400	ANC	15:08	1	1	x	x	x	x	x	x	x		
ASA123	B737	SEA	16:35	2	2	x	x	x	x	x	x	x		
QXE2809	Q400	ANC	16:58	1	1	x	x	x	x	x	x	x		
QXE2811	Q400	ANC	18:58	1	1	x	x	x	x	x	x			
DAL1960	B757	MSP	20:28	6	6	x	x	x	x	x	x	x	Ends 9/15	
QXE2813	Q400	ANC	20:38	1	1	x	x	x	x	x	x			
ASA129	B737	SEA	21:32	2	2	x	x	x	x	x	x	x		
DAL1545	B757	SEA	22:41	6	6	x	x	x	x	x	x	x	Ends 8/30	
Departures:														
Flight	Equipment	Departs To	Time	Parking Gate	Boarding Gate	Frequency								Remarks
						S	M	T	W	T	F	S		
DAL816	B757	SEA	00:55	6	6	x	x	x	x	x	x	x	Ends 8/30	
FFT644	A319	DEN	00:57	5	5		x		x		x		Ends 8/21, except 8/26 & 9/2	
ASA128	B737	SEA	01:35	2	2	x	x	x	x	x	x	x		
QXE2800	Q400	ANC	06:10	1	1	x	x	x	x	x	x	x		
ASA132	B737	SEA	07:00	2	2	x	x	x	x	x	x	x		
ASA55	B737	BRW	07:42	1	1	x	x	x	x	x	x	x	Combi SAT & SUN	
QXE2802	Q400	ANC	08:30	1	1	x	x	x	x	x	x	x		
BPX271	B737	SCC	09:20	4	4		x			x				
QXE2816	Q400	ANC	10:30	1	1	x	x	x	x	x	x	x		
ANT	B737	YDA	11:00	6	6	x	x	x	x	x	x	x	Charter, Dates/Times Vary	
QXE2804	Q400	ANC	12:00	1	1	x	x	x	x	x	x	x		
JAL	B787	Japan	12:00	6	6	CHARTER							8/27, 8/29, 9/6, 9/8, 9/16, 9/18	
ANT	B737	YDA	12:00	6	6	x	x	x	x	x	x	x	Charter, Dates/Times Vary	
BPX 272	B737	ANC	13:05	4	4		x			x				
ASA56	B737	ANC	13:30	2	2	x	x	x	x	x	x	x	Combi SAT & SUN	
QXE2806	Q400	ANC	14:20	1	1	x	x	x	x	x	x	x		
DE4067	B767C	FRA	14:50	6	6					x			6/26-9/11	
ANT	B7													