

STATE OF ALASKA
FAIRBANKS INTERNATIONAL AIRPORT
FAIRBANKS, ALASKA

REQUEST FOR PROPOSALS
SPECIALTY RETAIL CONCESSION AGREEMENT
ADA-90878

February 14, 2020

FAIRBANKS INTERNATIONAL AIRPORT
SPECIALTY RETAIL CONCESSION AGREEMENT ADA-90878
REQUEST FOR PROPOSALS

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Please check this proposal package immediately to ensure all listed documents are enclosed. The Airport Leasing Office will furnish copies of any missing document on request. However, the Fairbanks International Airport assumes no responsibility for any missing document.

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Notice Inviting Proposals

The State of Alaska, Department of Transportation & Public Facilities, Fairbanks International Airport (State) is requesting proposals to operate and maintain two Specialty Retail Concessions in the passenger terminal building and Fairbanks International Airport (FAI). The limited nature of these rights is outlined in the Specialty Retail Sample Concession Agreement included with the Request for Proposal package.

The State encourages all interested parties, including disadvantaged business enterprises, to submit proposals for this Concession Agreement ADA-90878. The State will not exclude any proposer on the grounds of race, color, religion, national origin, sex, or disability. Persons with a disability who need special accommodations concerning this Concession Agreement offering should contact Annette Cole, Leasing Specialist, or Christel Burgess, Chief of Leasing, in the Airport Leasing Office at the address below. The text telephone (TDD) number is 1-800-770-TYPE.

The Airport Manager may amend details regarding the Request for Proposal, the Specialty Retail Sample Concession Agreement, or the date, time, or place of any pre-proposal conference or for proposal submission by notice to all persons who have requested a copy of the Request for Proposal and without further publication. All potentially interested persons are encouraged to request a copy of the Request for Proposal and thereby become registered to receive a copy of any addenda that the State may issue regarding this solicitation.

To obtain a copy of the Request for Proposal (RFP) documents please contact Annette Cole at 907-474-2525, e-mail annette.cole@alaska.gov, or Christel Burgess at 907-474-2549, e-mail christel.burgess@alaska.gov, FAX: 907-474-2513 or send written requests to Fairbanks International Airport Leasing Office, 6450 Airport Way, Suite 1, Fairbanks, AK 99709.

Questions, comments, or objections regarding the RFP documents must be submitted in writing to the address above, attn: Airport Leasing, by **5:00 p.m. Alaska Time on March 25, 2020**. Proposals must be submitted in writing to the address above by **5:00 p.m. Alaska Time on April 17, 2020**. No late proposals will be accepted.

It is each proposer's responsibility to examine carefully all documents that relate to this offering and to determine all conditions that may affect its proposal. A proposer's lack of understanding due to failure to thoroughly examine these documents is not grounds for modification of, or relief from, any term or condition of this offering based on a claim that the proposer misunderstood that term or condition. Any and all comments or objections to the form of this offering, the terms, format, structure, language, criteria, or any other aspect of this Request for Proposal, consisting of the Notice Inviting Proposals, Terms of Request, Instructions to Proposers, Proposer's Affidavit, Acknowledgment of Addenda, Proposer's Questionnaire, Specific Evaluation Criteria, Supplemental Information, and the Sample Concession Agreement as modified or supplemented by an addendum (together, the Request for Proposals or "RFP"), must be submitted in writing to the Airport Leasing Office at the address stated above **on or before 5:00 p.m., Alaska Time, March 25, 2020**. Any such issue relating to or arising from either the RFP as originally issued or any addenda, including any issue of ambiguity, will be deemed waived and not a proper basis for any protest or appeal unless it is presented in a written objection or comment received by the Airport Leasing Office by that deadline. Any opportunity for comment on or objection to any subsequent addenda, or to any matter contained in, raised by, or relating in any way to a subsequent addendum, must be received by the Airport Leasing Office by the deadline specified for inclusion of such comment or objection in the respective addendum.

Each proposer must submit a complete proposal on State-furnished forms as described in the RFP. The State must receive proposals at the Airport Leasing Office, address listed above, **by 5:00 p.m., Alaska Time, Friday, April 17, 2020**. The State will return any proposal received after this time.

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A pre-proposal conference will be held at **2:00 p.m. Alaska Time on March 17, 2020**, in the Tanana Conference Room located in the Administration Office of the Terminal building at Fairbanks International Airport. Attendance is not mandatory. Airport personnel will conduct the conference, provide a general overview of the Concession Agreement offering, listen to suggestions and comments, entertain questions, and conduct a tour of the existing facilities. Persons wishing to attend telephonically must notify Annette Cole or Christel Burgess, by FAX 907-474-2513, phone 907-474-2525 or 907-474-2549, or e-mail annette.cole@alaska.gov or christel.burgess@alaska.gov no later than **5:00 p.m. Alaska Time, March 16, 2020**.

FAI reserves the right to reject any or all proposals, to advertise for new proposals, or to award the concession privilege in any manner that it believes is in the best interest of the public and FAI. FAI will not be responsible for any cost associated with the preparation or submission of proposals.

DATE: February 14, 2020 BY: "SIGNED"
Christel Burgess, Chief of Leasing
Fairbanks International Airport

It is the policy of the Department of Transportation and Public Facilities (DOT&PF) that no person shall be excluded from participation in, or be denied benefits of, any programs or activities we provide based on race, religion, gender, age, marital status, ability, or national origin, regardless of the funding source including Federal Transit Administration, Federal Aviation Administration, Federal Highway Administration and State of Alaska Funds.

The DOT&PF complies with Title II of the Americans with Disabilities Act of 1990. Individuals with disabilities who may need auxiliary aids, services and/or special modifications to participate in this project should contact DOT&PF at 907-474-2500 to make necessary arrangements. Individuals with a hearing impairment can contact Relay Alaska at 711 for assistance. Requests should be made at least 5 days before the accommodation is needed to make any necessary arrangements.

CERTIFICATE OF POSTING

I hereby certify that this notice was posted at Fairbanks International Airport in view of the general public for a period of at least 30 calendar days from February 14, 2020 to

Signature: _____ Date: _____

Title: _____

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TERMS OF REQUEST

The State of Alaska, Department of Transportation & Public Facilities (State), owner and operator of the Fairbanks International Airport, requests proposals from interested parties for the purpose of designing, operating, and managing two Alaska theme specialty retail concessions at Fairbanks International Airport (Airport). The nature of these rights is outlined in the Specialty Retail Sample Concession Agreement included as a part of this Request for Proposals package, including the Notice Inviting Proposals, Terms of Request, Instructions to Proposers, Acknowledgment of Addenda, Proposer's Affidavit, Proposer's Questionnaire, Capital Investment Commitment Form, Specific Evaluation Criteria, Affirmation, Concession Agreement, and Supplemental Information as modified or supplemented by one or more addenda (together, the Request for Proposals or "RFP"). Capitalized terms not otherwise defined in this Terms of Request or Instructions to Proposer's have the meanings stated in the Concession Agreement ADA-90878, included as a part of this RFP.

The State encourages all interested parties, including disadvantaged business enterprises, to submit proposals for this Specialty Retail Concession Agreement ADA-90878. The State will not exclude any proposer on the grounds of race, color, religion, national origin, sex or disability.

The Airport Manager may amend the details of this Request for Proposals, the Concession Agreement, the date, time, or place of any pre-proposal conference or proposal submission by notice to all persons who have requested a copy of the Request for Proposals. All potentially interested persons are encouraged to request a copy of the Request for Proposals and thereby become registered to receive a copy of any addenda that the State may issue regarding this solicitation.

To obtain a copy of the Request for Proposal documents, please contact Christel Burgess at 907-474-2549, email address: christel.burgess@alaska.gov, or Annette Cole, at 907-474-2525, email address: annette.cole@alaska.gov, FAX: 907-474-2513, or send written requests to Fairbanks International Airport Leasing Office, 6450 Airport Way, Suite 1, Fairbanks, Alaska 99709.

It is each proposer's responsibility to examine carefully all documents that relate to this offering and to determine all conditions that may affect its proposal. A proposer's lack of understanding due to failure to thoroughly examine these documents is not grounds for modification of, or relief from, any term or condition of this offering based on a claim that the proposer misunderstood that term or condition. Any and all comments or objections to the form of this offering, the terms, format, structure, language, criteria, or any other aspect of this Request for Proposal, consisting of the Notice Inviting Proposals, Terms of Request, Instructions to Proposers, Proposer's Affidavit, Acknowledgment of Addenda, Proposer's Questionnaire, Specific Evaluation Criteria, Supplemental Information, and the Sample Concession Agreement as modified or supplemented by an addendum (together, the Request for Proposals or "RFP"), must be submitted in writing to the Airport Leasing Office at the address stated above on or before **5:00 p.m., Alaska Time, March 25, 2020**. Any such issue relating to or arising from either the RFP as originally issued or any addenda, including any issue of ambiguity, will be deemed waived and not a proper basis for any protest or appeal unless it is presented in a written objection or comment received by the Airport Leasing Office by that deadline. Any opportunity for comment on or objection to any subsequent addenda, or to any matter contained in,

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raised by, or relating in any way to a subsequent addendum, must be received by the Airport Leasing Office by the deadline specified for inclusion of such comment or objection in the respective addendum.

A pre-proposal conference will be held at 2 p.m. Alaska Time, on March 17, 2020. If you wish to attend telephonically you must contact Annette Cole or Christel Burgess at the contact information listed previously by **5:00 p.m. Tuesday, March 16, 2020.** Attendance is encouraged but not mandatory.

The State may, but is not obligated to, consider comments received after any deadline, and will do so only to the extent the State, in its sole discretion, deems such consideration practical and in the best interest of the State. Proposers are cautioned that the State may not deem the time sufficient to issue addenda addressing comments received after any specified deadline. Any matter to which a potential proposer has not filed a written objection before an applicable final objection deadline will be deemed waived by that person and not a proper basis for a protest or appeal of either the award or subsequent enforcement of the agreement.

Each proposer must submit a complete proposal on State-furnished forms as described in this document. The State must receive proposals to the address stated above by **5:00 p.m. Alaska Time, April 17, 2020.** The State will return any proposal received after this time.

All information submitted with a proposal becomes and remains the property of the State, except as stated in this paragraph. Proposals remain confidential until the State completes its review and issues a notice of intent to award. The State will make reasonable efforts to protect the confidentiality of any proprietary, non-public financial and trade secret information to the extent the proposer represents it in good faith to be exempt from disclosure under the Alaska Public Records Act by submitting it in a separate sealed envelope, marked "Confidential Information," and enclosed within the sealed proposal submission envelope. The proposer must, in addition, support its request for confidential treatment of information by including in its proposal the following statement:

"The proposer agrees to indemnify and hold harmless the State, the Airport and its officers, employees and agents from any claims, liability or damages relating to their refusal to disclose information submitted by the proposer as confidential, and to defend any action brought against the State or the Airport, its officers, employees or agents due to such refusal or to compel disclosure. The proposer also (1) understands that it submits information to a competitive process for a public contract, (2) agrees that the State will have no liability in the event of disclosure of such information, and (3) expressly authorizes disclosure to the extent necessary for public review of the basis of the award if the proposer is identified for award."

All information submitted by the successful proposer will remain property of the State. Upon request by an unsuccessful proposer, any "Confidential Information" properly identified by that proposer under this paragraph, will be returned to the proposer after the award of the Concession Agreement and the final and unappealable determination or other resolution of any and all protests relating to this solicitation. Notwithstanding the State's statement that it will make reasonable efforts to protect the confidentiality of any proprietary, non-public, financial, and trade-secret information by submission of such information, the proposer agrees that the State will have no liability in the event disclosure of such information. Except as provided in this

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paragraph, all parts of all proposals become public information at the time the Airport issues a notice of intent to award. A proposer may not withdraw its proposal after the date and times set for submittal of proposals.

Persons with a disability who need special accommodations concerning this Concession Agreement offering should contact Annette Cole or Christel Burgess in the Airport Leasing Office at the above address. The text telephone (TDD) number is 1-800-770-TYPE.

I. STATE OBJECTIVES

The State objectives for this Concession Agreement offering are as follows:

- Develop a Specialty Retail concession strategy that offers convenience products and Alaska Theme gifts that will meet passenger demands during the peak season;
- Provide creative, attractive and well designed facilities consistent with the Airport's terminal, operational objectives and that will provide a high level of customer service;
- Increase Airport net revenues related to concession sales at the Airport;
- Create a "sense of place" by showcasing the uniqueness of Alaska.

The State proposal review committee will determine how well a responsive proposal meets these State objectives by an evaluation of the proposer's responses to the criteria established by the State.

II. OVERVIEW OF CONCESSION AGREEMENT OFFERING

The successful proposer will enter into a contract granting the non-exclusive rights to sell approved merchandise items consistent with the concept specified in this RFP and described in Exhibit D, of the Specialty Retail Concession Agreement. Some provisions of the offering are listed below. Please read the complete offering, including all forms and exhibits for details. The Concession Agreement and its attached exhibits are fully incorporated as part of this offering and control in the event of a conflict between this RFP and the Concession Agreement.

- A. CONCESSION AGREEMENT TERM: Seven years (Post Security Base Term), with the possibility of up to three (3) one (1) year term extensions for the post security location and three years (Pre Security Base Term) with the possibility of up to seven (7) one (1) year extensions for the pre security location. Except to any extent limited by federal restrictions relating to the participation of Disadvantage Business Enterprises (DBEs), the extensions will be automatic unless either party notifies the other party at least 180 days before the end of the term that the party wishes to terminate the agreement. The total term if all extensions are executed by the State will be ten (10) years.
- B. RIGHTS GRANTED: The Concessionaire shall have the non-exclusive right to sell approved merchandise items consistent with the concept specified in this RFP and as described in Exhibit D of the Specialty Retail Concession Agreement. The nature of these rights is outlined in Article IV (Rights Granted, Reservations & Prohibitions) of the Concession Agreement.
- C. PREMISES: The Post Security Premises consists of approximately 2,011 square feet of Concession Space and the Pre Security Premises consists of approximately 726 square

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feet of Concession Space. The Premises are shown on Exhibit B of the Concession Agreement.

- D. REVENUES TO THE STATE: For the rights and privileges granted under the Agreement, the Concessionaire shall pay monthly to the State, the greater of the monthly prorated Annual Guarantee or a percentage of the Concessionaire's monthly gross revenues as described below. Proposers shall not propose an alternative fee structure other than as allowed under Percentage Fees below:

1. Annual Guarantee

- a. For the first year of the Agreement, the State has established an Annual Guarantee of \$160,880 per month for the Post Security location and \$21,780 for the Pre Security location. The Annual Guarantee prorated monthly will be calculated using the following formulas:

Post Security $\$80 \times 2,011$ square feet per year = \$160,880 divided by 12 months = \$13,407

Pre Security $\$30 \times 726$ square feet per year = \$21,780 divided by 12 months = \$1,815

- b. The Annual Guarantee will be adjusted each year as specified in Article VI (Fees and Payments), Section A. (Concession and Rent Fees), of the Concession Agreement, but in no event shall the Annual Guarantee be less than \$160,880 Post Security and \$21,780 Pre Security.

2. Percentage Fees

- a. The successful proposer shall pay the State a percentage of gross revenues as stated in the proposal as accepted by the State and based on the types of products sold. The State has established minimum acceptable Percentage Fees as follows:

Alaska Theme Gifts/Retail:	12%
Books/Magazines:	12%
Health/Sundries:	14%
Alaska Theme Food & Beverage:	14%
Pre Security Alaska Convenience	10%

- b. To improve the competitiveness of its proposal, a proposer may propose higher Percentage Fees, but may not propose Percentage Fees lower than those indicated above.
- c. If the State, in its sole discretion, grants an extension of the term beyond seven years (Post Security Base Term) or three year (Pre Security Base Term), permitted under the Agreement, the Concessionaire shall pay an additional one percent (1%) of Gross Revenues for each of the specified merchandise categories for the remainder of the Agreement.

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- E. MERCHANDISE LIST: This concession shall include a combination of high quality Alaskan gifts and souvenirs, reading materials, essential travel and health items, and Alaskan foods and beverages as described in Sample Exhibit D of the Concession Agreement.
- G. CAPITAL INVESTMENT: A minimum capital investment of not less than \$100,000 is required for improvement and upgrade to the existing Post Security premises. A minimum capital investment of not less than \$20,000 is required for improvement and upgrade to the existing Pre Security premises. The Capital Investment due date is August 1, 2020. The Concessionaires Investment is defined as including the following items only:
- Directly contracted improvement costs with one or more contractors, excluding architectural and engineering fees and intra-company charges related to improvement;
 - Furniture, fixtures and equipment purchased for direct use in the facility; and
 - Administrative/Overhead, expenditures not to exceed seven percent (7%) of the total approved cost of the unit project as defined above.

The successful proposer will be expected to meet with the airport leasing, as needed prior to concessionaire improvements. All designs, including space layout, finishes, materials, signage, lighting and colors must be approved by the Airport prior to commencement of improvements.

- H. MINIMUM QUALIFICATIONS: To participate in this proposal offering, a proposer must demonstrate a minimum of three (3) years of continuous successful experience within the last six (6) years in the operation of a specialty retail facility with annual gross sales of not less than \$750,000. Experience in the operation of such a business at an airport is highly desired, but not required. The proposer must demonstrate that it possesses the knowledge and experience to coordinate the design of the retail space, operate the quality of retail program the State desires, and that proposer's experience can be applied successfully to the Airport. Proposers must be authorized to conduct business in the State of Alaska.
- I. PROPOSAL DEPOSIT: A proposer must submit a two thousand dollar (\$2,000) deposit with its proposal in the form of a money order, certified check, cashier's check, or other irrevocable instrument drawn on a financial institution located in the United States of America and payable to the State of Alaska.

III. PRE-PROPOSAL CONFERENCE

The State will conduct a pre-proposal conference at **2:00 p.m., Alaska Time on March 17, 2020** in the Tanana Conference Room inside the Administration Offices in the terminal at Fairbanks International Airport. Participation, either in person or by teleconference is encouraged but not required.

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Any potential proposer who wishes to attend telephonically must notify Annette Cole or Christel Burgess by telephone or electronic mail at the contacts stated below no later than 5:00 p.m., Alaska Time on March 16, 2020, so arrangements can be made for telephonic participation:

6450 Airport Way, Suite 1
Fairbanks, Alaska 99709
Telephone number: 907-474-2525 or 907-474-2549
Facsimile number: 907-474-2513
E-mail address: annette.cole@alaska.gov or
christel.burgess@alaska.gov

Airport personnel will conduct the pre-proposal conference, provide a general overview of the Request for Proposals, the Specialty Retail Concession Agreement, listen to suggestions and comments, and entertain questions. Persons who attend the teleconference in person may then be escorted to view the post security location and inspect the pre security location on their own.

The State will consider any suggestion, comment, or request for additional information concerning the RFP presented at the pre-proposal conference or submitted in writing to Annette Cole or Christel Burgess, Airport Leasing Office, at the address listed above, by no later than **5:00 p.m. Alaska Time on March 25, 2020**. The State may, but is not obligated to, consider comments received after **5:00 p.m., Alaska Time on March 25, 2020**, and will do so to the extent the State, in its sole discretion, deems such consideration practical and in the best interest of the State. Proposers are cautioned that the State may not deem the time sufficient to issue addenda addressing comments received after **5:00 p.m., Alaska Time on March 25, 2020**. Any matter to which a potential proposer has not filed a written objection before an applicable final objection deadline will be deemed waived by that person and not a proper basis for a protest or appeal.

IV. PROPOSAL EVALUATION

Each responsive proposal will be evaluated, and the best proposal selected, based on the following criteria and related weights:

- | | |
|--|-----|
| a. Facility Design and Development Plan | 25% |
| b. Merchandise Concept & Strategy | 25% |
| c. Financial Proposal | 25% |
| d. Management, Quality of Service and Operation Plan | 10% |
| e. Demonstrated Experience & Industry Knowledge | 10% |
| f. Proposal Submittal | 5% |

The proposal review committee will evaluate and score the criteria. The proposal review committee will, in its discretion, conduct interviews or request refined proposals from all proposers reasonably susceptible of award. After the proposal review committee completes its evaluation, and any necessary responsibility review is completed, the committee will provide the Airport Manager a written summary of its findings and a recommendation for the Concession Agreement award. The Airport Manager will, in her discretion, award the Concession Agreement as recommended or reject all proposals.

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V. COMPETITIVE INTEGRITY

The State seeks to maintain a fair and even competitive environment for all potential proposers to protect the integrity of the proposal process. Annette Cole, Leasing Specialist, and Christel Burgess, Chief of Leasing for the Fairbanks International Airport, are the only authorized State of Alaska, Department of Transportation & Public Facilities liaisons with whom a potential proposer, or anyone on their behalf, may have contact concerning this solicitation from the release date of this RFP until the State awards the Concession Agreement. Proposers must submit all comments, suggestions, and requests for information to Annette Cole or Christel Burgess subject to the previously mentioned deadlines for written comments. Both the mailing and physical address of Airport Leasing is 6450 Airport Road, Suite 1, Fairbanks AK 99709. Annette Cole's telephone number is (907) 474-2525 and Christel Burgess's telephone number is (907) 474-2549. The facsimile number for both is (907) 474-2513.

Any communication concerning the content of this solicitation by a potential or actual proposer, or anyone on its behalf, with any State of Alaska official or employee other than the authorized State of Alaska, Department of Transportation & Public Facilities liaisons, Annette Cole and Christel Burgess, will result in the rejection of that proposer's proposal unless, in the reasonable judgment of the liaisons, the communication could not reasonably be believed to have given the proposer a competitive advantage or have impaired the fair and even competitive environment of this solicitation. The pre-proposal conference is the only other contact contemplated by this solicitation between State of Alaska officials and potential proposers, unless the State, in its sole discretion, schedules interviews with proposers.

VI. GROUND FOR REJECTION

A. Non-Responsive Proposals

The proposal review committee shall consider a proposal as not responsive if the proposer submits more than one proposal under the same or different names. The proposal review committee need not evaluate a proposal that the committee finds to be non-responsive because the proposal:

1. is submitted late or to the wrong place;
2. does not include the required proposal deposit;
3. is not validly signed;
4. is illegible;
5. is not submitted in a sealed package;
6. fails to acknowledge all material addenda that the State has issued;
7. offers an alternative compensation formula that the RFP does not allow;
8. does not conform in all material respects to the RFP; or
9. is conditional.

In the interest of competition, increased revenues to the State, or high quality service to the public or as otherwise in the interest of the State, the committee may, before performing proposal evaluations, give all proposers an equal opportunity to cure otherwise non-responsive proposals.

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B. Non-Responsible Proposers

The proposal review committee shall not recommend award to a proposer if the committee determines in writing that the proposer is not responsible under 17 AAC 42.390 or because the proposer:

1. is in violation of a provision of AS 02 or 17 AAC 42;
2. is in violation of a material term of a contract with the State of Alaska.
3. is in arrears on a rental payment or other material financial obligation to the State of Alaska.
4. is in default of a material obligation under any lease, permit, or concession that the State has issued for any property or activity at any airport that the State of Alaska owns, operates, or otherwise controls;
5. fails timely to establish financial responsibility acceptable to the Airport Manager;
6. fails timely to meet the proposer qualification requirements;
7. fails timely to provide sufficient information to determine the responsibility of the proposer;
8. fails timely to make a required presentation, attend an interview, or submit a refined or revised proposal or other information required by the proposal review committee.

VII. NOTICE OF INTENT TO AWARD

The State will send a notice of intent to award to all proposers at least seven (7) days before the State issues an award.

VIII. PROTEST

An aggrieved proposer must file a written protest with the Airport Manager under 17 AAC 42.910 within seven (7) calendar days after the date that the notice of intent to award was mailed. A protest is not effective and is waived unless it is submitted timely in writing, is signed by the protester or the protester's representative, and includes:

- a reference to this RFP for Agreement ADA-90878;
- a copy of the decision being protested, if written, or, if either the decision was not written or a copy of the decision is not available to the protester, a summary description of the decision;
- a detailed statement of the factual and legal basis of the protest, including a statement of the facts alleged to be in dispute and a copy of any relevant documents, and a statement of the remedy requested;
- the address of the protester or the protester's representative to whom any notice or decision concerning the protest is to be mailed or delivered; and
- a reference, by case, agreement, or application number, if applicable, to any other affected agreement, contract, lease, permit, concession, or application.

The protester must mail or deliver a copy of the protest documents filed with the Airport Manager to any other proposer(s) at the same time the protester mails or delivers the protest to the Airport Manager. The proper and timely filing of a protest under this section shall stay the decision being protested until the protest is decided unless and until the Airport Manager determines in writing that it is contrary to the best interest of the State to stay the decision

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beyond the date of that determination or another stated date. The protester may appeal an adverse decision on the protest only in accordance with 17 AAC 42.920. A decision not timely protested in accordance with 17 AAC 42.910 is not subject to appeal under 17 AAC 42.920 or to judicial review.

IX. AWARD

If there is an award, the State will award the Concession Agreement to the best responsive proposal selected by the State. The best responsive proposal is the proposal by a responsible proposer that, in the judgment of the State, best meets the State's objectives as described above.

The successful proposer must sign and deliver the Concession Agreement to the Airport Leasing Office at the address previously listed within fifteen (15) calendar days after the date of the award notice. The State may annul the award and retain the proposal deposit as liquidated damages for the lost benefit to and related additional costs incurred by the State if the successful proposer does not return the signed Concession Agreement within the required time. The State may then, in its discretion, award the Concession Agreement to the next best proposer. The State may annul the award and retain the proposal deposit of any proposer subsequently awarded the Concession Agreement if that proposer does not sign and return the Concession Agreement within the required time.

The State may reject any or all proposals and waive any minor defect, unless otherwise specified in these documents, if the State determines that the rejection or waiver is in the State's best interest. The State may advertise for new proposals or award the Concession Agreement privilege in any manner it believes is in the best interest of the State if it rejects any or all proposals. The State is not obligated to enter into an agreement with any proposer. The State is not responsible for any cost associated with the preparation or submission of proposals.

X. GENERAL INFORMATION

This request does not guarantee or imply that the successful proposer will make a profit. Each proposer must have the ability to perform all obligations of the Concession Agreement and the proposal it submits. The State may perform any investigation it deems necessary to determine the proposer's ability to perform these obligations. The State may require a proposer to furnish additional information, including financial information, to determine whether the proposer is responsible and able to perform the obligations of both its proposal and the Concession Agreement.

Any oral explanation or instruction given by State officials does not bind the State. This RFP consisting of the Notice Inviting Proposals, Terms of Request, Instruction to Proposers, Acknowledgment of Addenda, Proposer's Affidavit, Proposer's Questionnaire, Capital Investment Commitment Form, Specific Evaluation Criteria, Affirmation, Concession Agreement, and Supplemental Information will remain as written except as changed or supplemented by one or more addenda, expressly identified as such, issued by the Airport and sent to all parties to whom the Airport previously provided a proposal package.

The Specialty Retail Sample Concession Agreement, including all exhibits and any changes made by addenda and with the appropriate blanks filled in at the time of award, is the form of

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the Concession Agreement the successful proposer and the State will sign and, together with the proposer's complete proposal, becomes the Concession Agreement that will bind the successful proposer. The Concession Agreement is not subject to negotiation by the successful proposer. The State, in its sole discretion, reserves the right to make minor administrative changes to the Specialty Retail Concession Agreement.

February 14, 2020
Date

"SIGNED"
Christel Burgess, Chief of Leasing

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INSTRUCTIONS TO PROPOSERS

I. PROPOSAL SUBMITTAL

A proposer must submit its proposal in a sealed package that is clearly marked on the outside with (a) the proposer's name and (b) the following label:

**Specialty Retail Concession
Agreement ADA-90878
Fairbanks International Airport**

If the proposal is mailed, the proposer must enclose the sealed proposal package in a second package for mailing. The State will not consider late, electronic, facsimile, or telephonic proposals.

No charge for delivery, express, parcel post, packing, cartage, insurance, license fees, permits, cost of bonds, insurance costs, or for any other purpose will be paid by the State.

All proposals submitted must be valid for a minimum of one hundred twenty (120) days after the date of the proposal deadline. During this time, proposals and proposers will be investigated, evaluated, recommended and submitted to the Airport Manager for final approval for the award of the Agreement.

II. REQUIREMENTS FOR A COMPLETE PROPOSAL

The following items constitute a complete proposal:

- A. One (1) completed, signed, and notarized Acknowledgement of Addenda (blue colored pages 17 and 19).
- B. One (1) completed, signed, and notarized Proposer's Affidavit (blue colored pages 21 through 23).
- C. One (1) completed, signed, and notarized Proposer's Questionnaire (blue colored pages 25 through 29).
- D. One (1) completed, signed, and notarized Proposer's Capital Investment Commitment Form (blue colored pages 31 and 33).
- E. One (1) original plus five (5) copies of all information requested in the Specific Evaluation Criteria (blue colored pages 35 through 42). The five (5) copies of information related to the Specific Evaluation Criteria may be provided on white paper.
- F. A signed and Affirmation Form including notarized Acknowledgment(s) (blue colored pages 43 and 45).
- G. A five thousand dollar (\$5,000) proposal deposit in the required form.

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III. PROPOSAL AMENDMENT OR WITHDRAWAL

The following is the process required to withdraw or substitute a proposal after submittal to the State:

- A. The proposer's name must clearly appear on the outside of its sealed proposal. The State will not open any proposal for proposer identification or for any other reason before the time and date set for submittal of proposals.
- B. The proposer must submit a written request to withdraw its proposal. The proposer or its authorized representative must sign and notarize the written request to withdraw its proposal, and it must be delivered to the State at the address for submitting proposals before the time and date set for submittal of proposals.
- C. The proposer may submit a new proposal after withdrawal of a proposal if the new proposal is delivered to the State at the address for submitting proposals before the time and date set for submittal of proposals.

The State will not accept electronic, facsimile, or telephonic proposal withdrawals or amendments.

IV. GENERAL INFORMATION

- A. Disposition of Proposal Deposits: The State may either cash or hold proposal deposits until the State signs the Concession Agreement with the successful proposer. The State may annul the award and retain the proposer's deposit if the proposer is successful, but does not return its signed Concession Agreement by the time required. After both the successful proposer and the State sign the Concession Agreement, the State will, within ninety days (90), apply the deposit to fees due the State beginning with the first month fees are due under the Concession Agreement. The State will return proposal deposits of unsuccessful proposers as soon as practical after the State signs the Concession Agreement.

- B. Proposal and Award Schedule (All dates subject to change)

February 14, 2020	Public Notice and release of proposal documents
March 16, 2020	Deadline for telephonic participation request for the pre-proposal conference
March 17, 2020	Pre-proposal conference
March 25, 2020	Deadline for any and all comments regarding the Specialty Retail Concession Offering ADA-90878
April 17, 2020	Last day to submit proposals

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May 1, 2020	If there is an award, issue Notice of Intent (approximate)
May 8, 2020	Deadline for protest or appeal
May 13, 2020	Issue Agreement (Successful proposer must sign and return agreement within 15 calendar days).
May 29, 2020	Airport Manager executes Agreement

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ACKNOWLEDGEMENT OF ADDENDA

DATE

The proposer acknowledges receipt of the following addenda related to this offering:

Addendum No. _____
Addendum No. _____
Addendum No. _____
Addendum No. _____
Addendum No. _____

Dated _____
Dated _____
Dated _____
Dated _____
Dated _____

If the proposer is a partnership or joint venture, all general partners or venturers of the joint venture must sign. If the proposer is a corporation, provide the signature of one or more authorized representatives as required to obligate the corporation together with proof of authorization. If the proposer is a limited liability company, provide the signature of the manager or, if there is no manager, provide the signature of a member of the company authorized to bind the company.

(Corporate Seal if
a Corporation)

Name of proposer as it should appear
in the Concession Agreement

Signature

Title

Signature

Title

Signature

Title

Signature

Title

NOTARIZE PAGE 19
(Copy and attach additional acknowledgment sheets as needed)

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ACKNOWLEDGEMENT OF ADDENDA

ACKNOWLEDGMENT

STATE OF _____)
_____) ss.
_____))
(Judicial District or County)

THIS IS TO CERTIFY that on this _____ day of _____, 2020, personally appeared _____, known to me to be the person named in and who executed the foregoing instrument, and who acknowledged before me that the foregoing instrument was freely and voluntarily executed with full authority for the uses and purposes set forth.

Notary Public in and for: _____
My Commission Expires: _____

.....
ACKNOWLEDGMENT

STATE OF _____)
_____) ss.
_____))
(Judicial District or County)

THIS IS TO CERTIFY that on this _____ day of _____, 2020, personally appeared _____, known to me to be the person named in and who executed the foregoing instrument, and who acknowledged before me that the foregoing instrument was freely and voluntarily executed with full authority for the uses and purposes set forth.

Notary Public in and for: _____
My Commission Expires: _____

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PROPOSER'S AFFIDAVIT

_____ being first duly sworn, state(s) the following:

1. The Affiant (as proposer or as authorized representative or officer of the proposer) has carefully examined the entire RFP as defined in the Terms of Request for Specialty Retail Concession Agreement ADA-90878 and all proposal documents submitted by _____ (*proposer*) relating to Concession Agreement ADA-90878 for the non-exclusive rights to sell approved merchandise items consistent with the concept of the Alaska Theme specialty retail unit in the Terminal at the Fairbanks International Airport as defined in the RFP, and makes all representations in this Proposer's affidavit on behalf of the proposer.
2. The proposer acknowledges that all documents and statements submitted with its proposal become the property of the State of Alaska (State) when received by the State and then become public information at the time the State issues a notice of intent to award the Concession Agreement (subject to provisions outlined on page three (3) of the Terms of Request).
3. The proposal is not made in the interest of or on behalf of any undisclosed person, partnership, company, association, organization, or corporation.
4. The proposal is genuine, not collusive, nor a sham.
5. The proposer has not, directly or indirectly, induced or solicited any other proposer to submit a false or sham proposal and has not directly or indirectly colluded, conspired, connived, or agreed with any proposer or anyone else to submit a sham proposal or to refrain from submitting a proposal.
6. The proposer has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the fees or obligations of this or of any other proposal; nor to fix any overhead, profit, or cost element of the proposal price or that of any other proposal; nor to secure any undue advantage against the State of Alaska, Department of Transportation and Public Facilities, Fairbanks International Airport, or anyone interested in Concession Agreement ADA-90878.
7. The proposer will not, during the period in which the Concession Agreement is in effect, hire or engage any State employee for whom the proper discharge of official duties may conflict with their employment, including as set forth in AS 39.52.
8. All statements contained in the proposal and supporting documents are true.
9. The proposer has not, directly or indirectly, divulged its proposal price nor any breakdown of the proposal or its contents, nor any relevant information or data, to any individual or any member or agent of any corporation or company, association, or organization competing for this Concession Agreement.

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10. The proposer has not paid and will not pay or agree to pay, directly or indirectly, any money or other valuable consideration to any public official that may participate personally and substantially in the selection of the successful proposer for the Concession Agreement.
11. The proposer is not in arrears on any payment owed to the State of Alaska; is not in default of any obligation to the State of Alaska; and has not failed to perform any previous agreement with the State of Alaska faithfully and diligently.
12. The proposer is able to successfully undertake and complete the responsibilities and obligations of this offering and its proposal as submitted.
13. The proposer has not engaged in any unauthorized contact with State of Alaska officials as described in Section V (Competitive Integrity) of the Terms of Request.

If the proposer is a partnership or joint venture, all general partners or venturers of the joint venture must sign. If the proposer is a corporation, provide the signature of one or more authorized representatives as required to obligate the corporation together with proof of authorization. If the proposer is a limited liability company, provide the signature of the manager of the company or, if there is no manager, provide the signature of a member of the company authorized to bind the company.

(Corporate Seal if
a Corporation)

Name of proposer as it should appear
in the Concession Agreement

Signature

Title

Signature

Title

Signature

Title

Signature

Title

NOTARIZE PAGE 23

(Copy and attach additional verification sheets as needed)

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PROPOSER'S AFFIDAVIT

VERIFICATION

STATE OF _____)
_____) ss.
(Judicial District or County)

I _____ say on oath or affirm that I have read
the foregoing document and believe all statements made in the document are true and correct.

Signature

Subscribed and sworn to or affirmed before me at _____
On _____.

Notary Public in and for: _____
My Commission Expires: _____

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PROPOSER'S QUESTIONNAIRE

The proposer must:

1. Submit the information requested in this questionnaire with its proposal.
2. Respond in English and provide financial information in U.S. dollars as valued during the referenced year.
3. Make complete and accurate statements and present them in the form requested.
4. Attach additional pages, as necessary, and clearly label responses with the same item number of the information requested. In addition, clearly identify each portion of the response with the paragraph designation, such as A, B, or C, of the paragraph to which the response applies.

The State reserves the right to reject a proposal for omissions, inaccuracies, or misstatements in this questionnaire or any attachment.

1. Name of proposer's designated contact for the receipt of notices during this offering:

2. Proposer's mailing address as it should appear in the Concession Agreement:

3. Proposer's physical address:

4. Proposer's telephone number:

5. Proposer's facsimile number:

6. Proposer's electronic mail address:

7. If awarded the Concession Agreement, the proposer intends to operate as the following:

☐ Individual

☐ General Partnership

☐ Limited Partnership

☐ Joint Venture

☐ Corporation

☐ Limited Liability Company

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- A. If the proposer intends to operate as a partnership, submit a complete copy of the fully executed partnership agreement as well as a Certificate of Good Standing not more than thirty (30) days old from the incorporating jurisdiction for any corporate general partner. In addition, for any corporate general partner, submit a Corporate Resolution that indicates the parties authorized to contract on behalf of the corporation. The Corporate Resolution must contain any required corporate seal and certification by the Secretary or an Assistant Secretary of the Corporation.
- B. If the proposer intends to operate as a joint venture, submit a complete copy of the fully executed joint venture agreement as well as a Certificate of Good Standing not more than thirty (30) days old from the incorporating jurisdiction for any corporate joint venturer. In addition, for any corporate joint venturer, submit a Corporate Resolution that indicates the parties authorized to contract on behalf of the corporation. The Corporate Resolution must contain any required corporate seal and certification by the Secretary or an Assistant Secretary of the Corporation.
- C. If the proposer intends to operate as a corporation, submit a Certificate of Good Standing not more than thirty (30) days old from the incorporating jurisdiction. In addition, submit a Corporate Resolution that indicates the parties authorized to contract on behalf of the corporation. The Corporate Resolution must contain any required corporate seal and certification by the Secretary or an Assistant Secretary of the Corporation.

As an alternative to a Corporate Resolution, a proposer may submit a Certification by the Secretary or an Assistant Secretary of the Corporation stating, on behalf of the Corporation, the authority of the signer; that the authority extends to and includes the Corporation's proposal in response to this RFP; and that the Secretary is authorized to make the Certification.

- D. If the proposer intends to operate as a limited liability company, submit a complete copy of the company's articles of organization and agreement. In addition, submit a Certificate of Good Standing not more than thirty (30) days old from the registering jurisdiction and a resolution of more than one-half of the members that indicates the parties authorized to act on behalf of the limited liability company.

For the purpose of Questions 8 through 12, the word "entity" includes the individual if a sole proprietorship; one or more partners in a general partnership; one or more general partners in a limited partnership; one or more venturers in a joint venture; the majority shareholders in a corporation, or one or more members of a limited liability company.

- 8. Submit a description of the proposer's experience that addresses the following items A through D and the State's required qualifications as described in paragraph H (Minimum Qualifications) of Section II (OVERVIEW OF CONCESSION AGREEMENT OFFERING), on page seven (7) of the Terms of Request:

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- A. Location - Street address, mailing address, city, and state (country, if not located in the United States) - of the administrative office and of each retail operation managed.
 - B. Three years of continuous total gross sales within the last six years, generated by the entity's retail operations. Separately itemize gross sales by calendar year and location.
 - C. The total number of enplaned passengers at each location that is an airport location for which details were provided in response to the two preceding paragraphs.
 - D. The mailing address, telephone number, and contact name for a government agency, certified public accounting firm, or other independent source authorized to confirm to State personnel over the telephone the accuracy of the proposer's data furnished in response to this Question.
9. Give the name, location, and date if any management or concession agreement between the entity and an airport or other public agency was terminated, assigned, or transferred within the past five (5) years, either voluntarily or involuntarily, before expiration of the agreement. Give the name and location of the airport or other public agency, the date of termination, assignment, or transfer, and an explanation of the circumstances. If none, mark this box [].
10. If the entity ever had a bond or surety canceled or forfeited, explain the circumstances surrounding the cancellation or forfeiture as well as the name of the bonding company, date, and amount. If none, mark this box [].
11. If the entity ever declared bankruptcy, explain the circumstances surrounding the bankruptcy as well as the date, court jurisdiction, amount of liabilities, amount of assets, and status of any current bankruptcy action. If none, mark this box [].

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The undersigned has read this questionnaire and states on oath or affirmation, under penalty of perjury, that the undersigned is authorized to sign this questionnaire and confirms the truth and accuracy of all statements, answers, and representations made in this questionnaire, including all attached supplementary statements.

If the proposer is a partnership or joint venture, all general partners or venturers of the joint venture must sign. If the proposer is a corporation, provide the signature of one or more authorized representatives as required to obligate the corporation together with proof of authorization. If the proposer is a limited liability company, provide the signature of the manager or, if there is no manager, a member of the company together with proof of authorization.

(Corporate Seal if
a Corporation)

Name of proposer as it should appear in
the Concession Agreement

Signature

Title

Signature

Title

Signature

Title

Signature

Title

NOTARIZE PAGE 29
(Copy and attach additional verification sheets as needed)

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PROPOSER'S QUESTIONNAIRE

VERIFICATION

STATE OF _____)
_____) ss.
(Judicial District or County)

I _____ say on oath or affirm that I have read
the foregoing document and believe all statements made in the document are true and correct.

Signature

Subscribed and sworn to or affirmed before me at _____
On _____.

Notary Public in and for: _____
My Commission Expires: _____

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CAPITAL INVESTMENT COMMITMENT FORM

Date: _____

The undersigned (*individual, partnership, joint venture, corporation or limited liability company*) shall, by August 1, 2020, make, at a minimum, a capital investment of

_____ dollars (\$ _____)
in the Post Security Premises and make at a minimum, a capital investment of

_____ dollars (\$ _____)
in the Pre Security Premises.

The minimum acceptable investment is \$100,000 for the post security location and \$20,000 for the pre security location. This minimum investment may include costs of improvement, equipment, and fixtures, but shall exclude interest, inventory, architectural and engineering fees, and intra-company charges related to improvements.

If the proposer is a partnership or joint venture, all general partners or venturers of the joint venture must sign. If the proposer is a corporation, provide the signature of one or more authorized representatives as required to obligate the corporation. If the proposer is a limited liability company, provide the signature of the manager or, if there is no manager, provide the signature of a member of the company authorized to bind the company.

(Corporate Seal if
a Corporation)

Name of proposer as it should appear in
the Concession Agreement

Signature

Title

Signature

Title

Signature

Title

Signature

Title

NOTARIZE PAGE 33
(Copy and attach additional verification sheets as needed)

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CAPITAL INVESTMENT COMMITMENT FORM

Notary Public in and for: _____
My Commission Expires: _____

Notary Public in and for: _____
My Commission Expires: _____

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SPECIFIC EVALUATION CRITERIA

The Fairbanks International Airport (Airport) proposal review committee will evaluate responses to the criteria listed on pages 36 through 42.

A proposer must:

1. Provide all information requested.
2. Clearly label or key its response to each specific evaluation criterion. For example, for information the proposer submits in response to "Demonstrated Experience & Industry Knowledge" criterion, the proposer must clearly label the response "Demonstrated Experience & Industry Knowledge."
3. Clearly identify each portion of the response with the paragraph designation such as "A," "B," "C," etc., of the sub-criterion to which it applies.
4. Limit the response for each Specific Evaluation Criterion to twenty 8.5" x 11" pages or less, using a font of eleven. Addenda with supporting information (*such as operational plans and procedures and financials*) will not count toward the twenty-page maximum for each Specific Evaluation Criterion.

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SPECIFIC EVALUATION CRITERION NO. 1

FACILITY DESIGN AND DEVELOPMENT PLAN (weight 25%)

The Fairbanks International Airport terminal experience centers on a theme of migration and the unique geographic location of Fairbanks and Interior Alaska. The atmosphere will be rustic with a contemporary design that incorporates elements of wood, concrete and steel.

The Proposer shall submit preliminary plans for the Retail Unit in sufficient detail to facilitate evaluation of the quality and design of the proposed tenant improvements.

- I. Describe how the design is consistent with the State's objective for creative, attractive and well-designed facility that compliments the Airport's terminal building design image.
- II. Provide a preliminary architectural rendering of the proposed unit indicating:
 - A. The overall design concept for the space.
 - B. The space layout.
 - C. General color scheme.
 - D. Fixtures, casework, and equipment.

If applicable, photographs depicting the desired information may be substituted in place of an architectural rendering. Renderings, photographs or illustrations must be no larger than 11" x 17" unmounted and include the interior and exterior views of the facility.

The space layout should show locations of major display fixtures, points of sales, expected queuing areas and other pertinent features.

- III. Include a materials schedule which demonstrates the image, quality, durability, and colors of the various materials to be used within the concept including:
 - A. Floor covering
 - B. Wall covering
 - C. Ceiling covering
 - D. Counter materials
- IV. Proposer should identify its architectural team, specifying prior experience in the design of a retail facility.
- V. Provide a detailed cost analysis for the improvements that includes:
 - A. The minimum capital investment amount the proposer commits to investing in the improvements as proposed and described above. This amount must equal the total amount shown on the Capital Investment Commitment Form on Page 29.
 - B. Cost Category (Planning & Development, Fees, Tenant Improvements, Furniture, Fixtures and Equipment, Miscellaneous, Operating Expenses, Payroll & Training, Reserves, etc.).
 - C. Opening Inventory.

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SPECIFIC EVALUATION CRITERION NO. 2

MERCHANDISE CONCEPT & STRATEGY (weight 25%)

The State desires an innovative Specialty Retail program that incorporates convenience products and specialty items in an Alaskan themed shopping environment. The proposer's merchandise and concept strategy should provide an acceptable product mix of gifts, souvenirs, reading material, sundries and travel accessories that will meet passenger demands and satisfy the State's goals objectives.

I. Merchandise and Concept Strategy

- A. Provide the proposed facility name and a brief description of the merchandise concept for the Retail Unit that is shown on Exhibit B, of the Concession Agreement that is attached and made a part of this RFP.
- B. Provide a tentative product list for the Retail Unit consistent with the required merchandise categories described in Exhibit D, of the Concession Agreement. Include how your merchandise assortment will target the Airport's passengers.
- C. Describe your company's key principles of retail merchandising. Include how your company will respond to changing market demands and how you will adapt to changes in traffic levels and airline schedules during peak periods, such as summer and other holidays.
- D. Specifically describe how you will utilize a mix of local, regional and nationally branded products.
- E. Describe how the concept will include unique aspects of Fairbanks and interior Alaska, such as Golden Heart City themes, local sports teams, and regional food specialties (prepackaged Alaskan jams and jellies, candy and chocolates).

II. General

- A. Describe the overall marketing strategy. Describe any areas that the proposer feels are currently under-marketed. Describe the areas that the proposer feels are most likely to show the greatest improvements in sales.
- B. Describe any special activities or displays that may be considered to promote seasonal events such as holidays, Golden Days, the Yukon Quest, or activities such as fishing, northern light viewing, and snow machining.
- C. Describe any opportunities the proposer foresees to interact with the State or other concessionaires to mutually promote the retail opportunities at the Airport.

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SPECIFIC EVALUATION CRITERION NO. 3

FINANCIAL PROPOSAL (weight 25%)

The Concessionaire shall pay monthly to the State, the greater of the monthly prorated Annual Guarantee or a percentage of the Concessionaire's monthly gross revenues as described below. The Concessionaire shall also pay Additional Rent as described below.

The proposer shall not propose an alternate fee structure other than as allowed under Percentage fees below

I. Annual Guarantee

- A. For the first year of the Agreement, the State has established an Annual Guarantee of \$160,880 or \$13,407 per month for the Post Security location and an Annual Guarantee of \$21,780 or \$1,815 per month for the Pre Security location. The monthly prorated Annual Guarantee shall be calculated using the following formula:

Post Security $\$80 \times 2,011$ square feet = \$160,880 divided by 12 months = \$13,407

Pre Security $\$30 \times 726$ square feet = \$21,780 divided by 12 months = \$1,815

- B. The Annual Guarantee will be adjusted each year as specified in Article VI (Rents, Fees and Payments), Section A. (Concession Fee), Part 1. (Annual Guarantee), section b. of the Concession Agreement.

- II. Percentage Fees: The proposer shall propose Percentage fees for each category. To improve the competitiveness of its proposal, the proposer may propose higher Percentage Fees but may not propose Percentage Fees below the minimum.

Category	Proposed Percentage Fees	Minimum Acceptable Percentage
Specialty Gifts/Retail	_____ %	12%
Books/Magazines	_____ %	12%
Health/Sundries	_____ %	14%
Alaska Theme Food & Beverages	_____ %	14%
Alaska Convenience Items	_____ %	10%

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If the Airport, in its sole discretion, grants a term extension beyond the first seven years (Base Term), the percentage fee will increase an additional one percent (1%) per merchandise category for the remainder of the Agreement.

The words govern if there is a discrepancy between the words and figures in this proposal. The Percentage Fees indicated above represent the percentage of gross revenues that the Concessionaire will pay to the State.

III. Financial Projections

Provide a good faith estimate of the expected annual gross revenues, cost of goods sold, other direct expenses, general and administrative expenses, net income and cash flow to be derived from the proposed specialty retail operation for the first five years of the proposed agreement.

IV. Financial Ability

- A. Provide letters of reference from at least two banks or other financial institutions where the proposer regularly conducts business. Include the name and telephone number of an officer of each institution whom the proposer has authorized to verify this information over the telephone to Airport personnel. Each letter must include the following information:
 - 1. Length of the financial relationship;
 - 2. Quality of financial relationship including how the proposer handles its account;
 - 3. Available line of credit;
 - 4. A general assessment of the proposer's ability to meet potential financial obligations that may result from the Concession Agreement;
 - 5. Any other comments or related information applicable to the proposer.
- B. Provide letters of reference from at least (3) of the proposer's major suppliers. Each letter should include a discussion of the quality of the relationship and the timeliness of payments.
- C. Provide a certified financial statement for the most recent calendar or proposer's fiscal year. The proposer or an authorized representative must sign and verify the financial statement is true and correct to the best of the person's knowledge.

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SPECIFIC EVALUATION CRITERION NO. 4

MANAGEMENT, QUALITY OF SERVICE AND OPERATIONS PLAN (weight 10%)

At a minimum, the proposer's responses to this Evaluation Criterion must address the following:

- A. Describe the proposer's management structure and operations, including staffing and shift coverage for the specialty retail concession to be used to operate the Retail Unit.
- B. Discuss your company's employee recruitment and retention plans.
- C. Provide the proposed hours of operation (at a minimum, must be open at least one hour before all scheduled flights involving aircraft with a seating capacity of 30 or more seats operating from the terminal).
- D. Describe the proposer's plan for maintenance and repairs, including the replacement of equipment, displays, fixtures and floor covering.
- E. Describe your customer service plan and any customer guarantees. Include any examples of customer service surveys, their frequency of use, data analysis methodology, and sample survey reports.
- F. Provide a copy of the proposer's standards, policies and practices.

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SPECIFIC EVALUATION CRITERION NO. 5

DEMONSTRATED EXPERIENCE & INDUSTRY KNOWLEDGE (weight 10%)

The State requires as a specific minimum qualification that the successful proposer demonstrate that in at least three (3) of the past six (6) years has experience in the operation of a retail facility with annual gross sales of not less than \$750,000. Experience in the operation of such a business at an airport is highly desired, but not required.

The proposer must demonstrate that it possesses the knowledge and experience to coordinate the design of retail space and to operate the quality of retail program that the State desires, and that the proposer's experience can be applied successfully to the Airport.

I. Demonstrated Experience

- A. How many years has the proposer's company been in the retail business?
- B. Provide the names of retail facilities operated in the past six years; a description of each store; the number of employees for each facility; if the facility was at an airport, the name of the airport.
- C. Provide a list of retail concession contracts that the proposer currently holds. This list should include the location of the retail activities, a breakdown of the current annual gross receipts (excluding sales tax and commissions), percentage of gross receipts and minimum annual guarantee amounts that the proposer is required to pay for the concession privilege, and beginning and ending dates of the contracts for each of the locations. If there are more than five (5) locations, the proposer may limit the detailed information to the five (5) facilities that are most similar to the Fairbanks International Airport; however, a complete listing of all contracts (without detailed information) should be listed.
- D. Provide a list of retail or airport industry associations of which the proposer is currently an active member.
- E. Provide at least two (2) reference companies or firms that have received similar services from the proposer as those being requested in this RFP. For each reference, provide the name, address, contact person, and phone number. If there are more than two (2) reference companies, the proposer may limit the information to the two (2) facilities that are most similar to the Fairbanks International Airport;

II. Industry Knowledge

- A. Submit a statement that demonstrates the proposer's understanding of the role of retail concessions at the Airport. Describe any differences or similarities in the management and operation of the retail concessions that will be proposed for this Airport compared to other airports or related business.
- B. Provide the proposer's assessment of future trends in the industry that may impact the strategies at this Airport.

**FAIRBANKS INTERNATIONAL AIRPORT
SPECIALTY RETAIL CONCESSION AGREEMENT ADA-90878
REQUEST FOR PROPOSALS**

SPECIFIC EVALUATION CRITERION NO. 6

PROPOSAL SUBMITTAL (weight 5%)

At a minimum, the proposer's responses to this Evaluation Criterion must address the following:

Proposals will be evaluated on their relative merit for this proposal factor based on the proposal submittal being clear, concise, comprehensive, professionally presented, and most thoroughly addressing the Specific Criteria 1 through 5 above.

**FAIRBANKS INTERNATIONAL AIRPORT
SPECIALTY RETAIL CONCESSION AGREEMENT ADA-90878
REQUEST FOR PROPOSALS**

AFFIRMATION AND SIGNATURE

The undersigned has read this proposal and affirms that the undersigned is authorized to sign this proposal and confirms the truth and accuracy of all statements, answers, and representations made in this proposal.

(If the proposer is a partnership or joint venture, all general partners or members of the joint venture must sign; if the proposer is a corporation, the signature of one authorized representative is sufficient unless the corporation requires two or more signatures.)

(Corporate Seal if
a Corporation)

Name of proposer as it should appear
in the Concession Agreement

Signature

Title

Signature

Title

Signature

Title

Signature

Title

NOTARIZE PAGE 45

(Copy and attach additional acknowledgment sheets as needed.)

**FAIRBANKS INTERNATIONAL AIRPORT
SPECIALTY RETAIL CONCESSION AGREEMENT ADA-90878
REQUEST FOR PROPOSALS**

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**FAIRBANKS INTERNATIONAL AIRPORT
SPECIALTY RETAIL CONCESSION AGREEMENT ADA-90878
REQUEST FOR PROPOSALS**

AFFIRMATION

ACKNOWLEDGMENT

STATE OF _____)
_____) ss.
(Judicial District or County)

THIS IS TO CERTIFY that on this _____ day of _____, 2020,
personally appeared _____, known to me to be the
person named in and who executed the foregoing instrument, and who acknowledged before
me that the foregoing instrument was freely and voluntarily executed with full authority for the
uses and purposes set forth.

Notary Public in and for: _____
My Commission Expires: _____

.....
ACKNOWLEDGMENT

STATE OF _____)
_____) ss.
(Judicial District or County)

THIS IS TO CERTIFY that on this _____ day of _____, 2020,
personally appeared _____, known to me to be the
person named in and who executed the foregoing instrument, and who acknowledged before
me that the foregoing instrument was freely and voluntarily executed with full authority for the
uses and purposes set forth.

Notary Public in and for: _____
My Commission Expires: _____

Arrivals:

1/7/19 A

Flight	Equipment	Arrives From	Time	Parking Gate	Boarding Gate	Frequency							Remarks
						S	M	T	W	T	F	S	
AS167	B737	ANC	0:50	1/2	1/2		x	x	x	x	x		
AS103	B737	SEA	2:15	1/2	1/2	x	x	x	x	x	x	x	Arr 2:30 2/4-3/9
AS127	B737	ANC	7:05	1/2	1/2	x	x	x	x	x	x	x	x Tue & Sat 1/9-2/10
BPX271	B737	ANC	8:55	3	3					x			
AS133	B737	SEA	9:30	1/2	1/2	x	x	x	x	x	x	x	Arr 9:45 2/4-3/9
AS178	B737	ANC	11:00	1/2	1/2	x	x	x	x	x	x	x	
ASA538	B737	ANC	12:05	1/2	1/2		x	x	x	x	x		
DL5776	E175	SEA	12:37	4	4	x	x	x	x	x	x	x	
BPX272	B737	SCC	12:45	3	3					x			
ASA55	B737	SCC/BRW	14:20	1/2	1/2	x	x	x	x	x	x	x	Arr 13:35 2/4-3/9
ASA179	B737	ANC	16:10	1/2	1/2	x	x	x	x	x	x	x	
ASA123	B737	SEA	16:30	1/2	1/2	x	x	x	x	x	x	x	Arr 16:45 2/4-3/9
ASA147	B737	ANC	18:45	1/2	1/2	x	x	x	x	x	x	x	
ASA215	B737	ANC	21:15	1/2	1/2	x	x	x	x	x	x	x	
ASA117	B737	SEA	23:00	1/2	1/2	x	x	x	x	x	x	x	Arr 23:15 2/4-3/9

Departures:

Flight	Equipment	Departs To	Time	Parking Gate	Boarding Gate	Frequency							Remarks
						S	M	T	W	T	F	S	
ASA128	B737	SEA	0:15	1/2	1/2		x	x	x	x	x		
ASA126	B737	SEA	5:30	1/2	1/2	x	x	x	x	x	x	x	
ASA86	B737	ANC	6:00	1/2	1/2	x	x		x	x	x	x	
ASA904	B737	ANC	8:05	1/2	1/2	x	x	x	x	x	x	x	x Sat 2/4-3/9
BPX271	B737	SCC	9:25	3	3					x			
ASA132	B737	ANC	10:50	1/2	1/2	x	x	x	x	x	x	x	
ASA192	B737	ANC	11:55	1/2	1/2	x	x	x	x	x	x	x	
ASA538	B737	SCC	13:00	1/2	1/2		x	x	x	x	x		
BPX272	B737	ANC	13:15	3	3					x			
DL5776	E175	SEA	13:17	4	4	x	x	x	x	x	x	x	
ASA55	B737	ANC	15:15	1/2	1/2	x	x	x	x	x	x	x	Dep 14:35 2/4-3/9
ASA148	B737	ANC	17:10	1/2	1/2	x	x	x	x	x	x	x	
ASA124	B737	SEA	17:45	1/2	1/2	x	x	x	x	x	x	x	
ASA194	B737	ANC	19:45	1/2	1/2	x	x	x	x	x	x	x	
ASA138	B737	ANC	22:15	1/2	1/2		x	x	x	x	x		

Arrivals:

1/7/19 A

Flight	Equipment	Arrives From	Time	Parking Gate	Boarding Gate	Frequency								Remarks
						S	M	T	W	T	F	S		
RVF900	DH8	ANC	07:11	A/B	A/B		x	x	x	x	x	x		
RVF918	DH8	ANC	10:30	A/B	A/B		x		x		x			
HAG3581	BE1	GAL	13:30	A/B	A/B	x	x	x	x	x		x		
RVF918	DH8	ANC	14:40	A/B	A/B					x				
RVF906	DH8	ANC	18:20	A/B	A/B	x	x	x	x	x	x			

Departures:

Flight	Equipment	Departs To	Time	Parking Gate	Boarding Gate	Frequency								Remarks
						S	M	T	W	T	F	S		
RVF901	DH8	ANC	07:45	A/B	A/B		x	x	x	x	x	x		
HAG3548	PA31	GAL	08:15	A/B	A/B		x	x	x	x	x			
HAG3546	PA31	GAL	08:35	A/B	A/B	x						x		
HAG3500	BE1	FYU/BTI	08:45	A/B	A/B		x	x	x	x	x			
HAG3580	BE1	GAL	09:00	A/B	A/B		x	x	x	x	x			
RVF918	DH8	SCC	11:00	A/B	A/B		x		x		x			
HAG3588	BE1	GAL	14:05	A/B	A/B						x			
HAG3586	BE1	GAL	14:35	A/B	A/B	x	x	x	x	x		x		
RVF919	DH8	ANC	15:25	A/B	A/B	x	x		x	x	x			
RVF919	DH8	ANC	15:35	A/B	A/B					x				
RVF907	DH8	ANC	19:00	A/B	A/B	x	x	x	x	x	x	x		



Fairbanks
International Airport
AeroNexus®

Gate Schedule 2 April - 10 October 2019
Gates 1 - 6

Arrivals:												3/27/2019 B	
Flight	Equipment	Arrives From	Time	Parking Gate	Boarding Gate	Frequency							Remarks
						S	M	T	W	T	F	S	
AS 167	B737	ANC	0:10	1/2	1/2	x	x	x	x	x	x		
AS 103	B737	SEA	2:15	1/2	1/2	x	x	x	x	x	x	x	
AS 127	B737	ANC	6:55	1/2	1/2	x	x	x	x	x	x	x	
ANT 37XX	B737	YDA	8:30	6	6	Charter times and days vary							May 6-21, Aug 1-16 weekdays
BPX 271	B737	ANC	8:55	3	3					x			
AS 133	B737	SEA	9:35	1/2	1/2	x	x	x	x	x	x	x	
AS 178	B737	ANC	10:55	1/2	1/2	x	x	x	x	x	x		
AS 538	B737	ANC	12:00	1/2	1/2		x	x	x	x	x		
AS 141	B737	SEA	12:30	1/2	1/2	x	x	x	x	x	x	x	12-May
BPX 272	B737	SCC	12:45	3	3					x			
ANT 37XX	B737	YDA	13:00	6	6	Charter times and days vary							May 6-21, Aug 1-16 weekdays
AS 55	B737	SCC/BRW	13:15	1/2	1/2	x	x	x	x	x	x	x	
DL 5680	E175	SEA	13:51	4	4	x	x	x	x	x	x	x	April 2 - June 8
AS 179	B737	ANC	16:05	1/2	1/2	x	x	x	x	x	x	x	
AS 123	B737	SEA	16:45	1/2	1/2	x	x	x	x	x	x	x	
CFG 2050	B767-300	ANC	17:00	6	6					x			Jun 13 - Sep 12
AS 147	B737	ANC	18:45	1/2	1/2		x	x	x	x	x	x	
UAL 1501	B737	ORD	19:22	5	5	x	x	x	x	x	x	x	April 29 - Oct 2
DL 1332	B757	MSP	20:38	4	4	x	x	x	x	x	x	x	May 24 - Aug 11
AS 215	B737	ANC	21:15	1/2	1/2	x	x	x	x	x	x	x	
AS 117	B737	SEA	22:35	1/2	1/2	x	x	x	x	x	x	x	
UAL 1879	B737	DEN	22:46	5	5	x	x		x		x		Jun 7 - Sep 2
UAL 1263	B737	SFO	23:56	5	5			x		x		x	Jun 6 - Sep 1

Departures:														
Flight	Equipment	Departs To	Time	Parking Gate	Boarding Gate	Frequency								Remarks
						S	M	T	W	T	F	S		
AS 128	B737	SEA	0:20	1/2	1/2	x	x	x	x	x	x	x	Jun 6 - Sep 1	
UAL 1190	B737	SFO	0:47	5	5	x			x		x			
AS 126	B737	SEA	5:30	1/2	1/2	x	x	x	x	x	x	x		
AS 86	B737	ANC	6:00	1/2	1/2	x	x	x	x	x	x	x		
AS 904	B737	ANC	8:00	1/2	1/2	x	x	x	x	x	x	x		
ANT 37XX	B737	YDA	9:30	6	6	Charter times and days vary							May 6-21, Aug 1-16 weekdays	
BPX 271	B737	SCC	9:55	3	3					x				
AS 132	B737	ANC	10:35	1/2	1/2	x	x	x	x	x	x	x		
AS 192	B737	ANC	11:55	1/2	1/2	x	x	x	x	x	x			
AS 538	B737	SCC	13:00	1/2	1/2		x	x	x	x	x			
BPX 272	B737	ANC	13:15	3	3					x				
AS 144	B737	SEA	13:30	1/2	1/2	x	x	x	x	x	x	x	12-May	
ANT 37XX	B737	YDA	14:00	6	6	Charter times and days vary							May 6-21, Aug 1-16 weekdays	
AS 55	B737	ANC	14:10	1/2	1/2	x	x	x	x	x	x	x		
DL 5680	E175	SEA	14:20	4	4	x	x	x	x	x	x	x	Apr 2 - Jun 7	
AS 184	B737	ANC	17:05	1/2	1/2	x	x	x	x	x	x	x		
AS 124	B737	SEA	17:45	1/2	1/2	x	x	x	x	x	x	x		
CFG 2050	B767-300	ANC	18:00	6	6					x			Jun 13 - Sep 12	
AS 194	B737	ANC	19:45	1/2	1/2		x	x	x	x	x	x		
UAL 1503	B737	ORD	20:13	3	3	x	x	x	x	x	x	x	April 29 - Oct 10	
DL 1332	B757	MSP	21:38	4	4	x	x	x	x	x	x	x	May 24 - Aug 11	
AS 146	B737	ANC	22:15	1/2	1/2	x	x	x	x	x	x			
UAL 1263	B737	DEN	23:46	5	5	x	x		x		x		Jun 7 - Sep 2	



Fairbanks
International Airport
AeroNexus®

Gate Schedule 2 April - 10 October 2019
Gates A/B

Arrivals:											3/27/2019 B			
Flight	Equipment	Arrives From	Time	Parking Gate	Boarding Gate	Frequency								Remarks
						S	M	T	W	T	F	S		
RVF900	DH8	ANC	07:10	A/B	A/B		x	x	x	x	x	x		
RVF918	DH8	ANC	10:10	A/B	A/B		x		x		x			
HAG3581	BE1	GAL	14:00	A/B	A/B	x	x	x	x	x	x	x		
RVF919	DH8	SCC	14:35	A/B	A/B		x		x		x			
HAG3549	BE1	GAL/RBY	16:20	A/B	A/B	x	x	x	x	x	x	x		
HAG3587	BE1	GAL	17:40	A/B	A/B	x	x	x	x	x	x	x		
RVF906	DH8	ANC	18:30	A/B	A/B	x	x	x	x	x	x			

Departures:													
Flight	Equipment	Departs To	Time	Parking Gate	Boarding Gate	Frequency							Remarks
						S	M	T	W	T	F	S	
RVF901	DH8	ANC	07:45	A/B	A/B		x	x	x	x	x	x	
HAG3546	PA31	GAL	08:00	A/B	A/B	x	x	x	x	x	x	x	
HAG3500	BE1	FYU/BTI	08:45	A/B	A/B		x	x	x	x	x		
HAG3580	BE1	GAL	09:00	A/B	A/B	x	x	x	x	x	x	x	
RVF918	DH8	SCC	10:45	A/B	A/B		x		x		x		
HAG3586	BE1	GAL	14:35	A/B	A/B	x	x	x	x	x	x	x	
RVF919	DH8	ANC	15:10	A/B	A/B		x		x		x		
RVF907	DH8	ANC	19:05	A/B	A/B	x	x	x	x	x	x		



Fairbanks
International Airport
AeroNexus®

Gate Schedule 10 November -10 March 2020
Gates 1 - 6

Arrivals:

10/12/2019 A

Flight	Equipment	Arrives From	Time	Parking Gate	Boarding Gate	Frequency							Remarks
						S	M	T	W	T	F	S	
ASA133	B737	SEA	0:40	1/2	1/2	x	x	x	x	x	x	x	
ASA103	B737	SEA	2:25	1/2	1/2	x	x	x	x	x	x	x	
ASA127	B737	ANC	7:05	1/2	1/2	x	x	x	x	x	x	x	
ASA189	B737	SEA	10:50	1/2	1/2	x	x	x	x	x	x	x	
*DL320	B737	SEA	12:30	4	4					x	x		Thanksgiving special
ASA55	B737	BRW	12:35	1/2	1/2	x	x	x	x	x	x	x	WED'S ARR 1335
ASA179	B737	ANC	16:05	1/2	1/2	x	x	x	x	x	x	x	
ASA123	B737	SEA	16:40	1/2	1/2	x	x	x	x	x	x	x	
ASA147	B737	ANC	18:50	1/2	1/2	x	x	x	x	x	x	x	
DL1370	B737	SEA	23:45	4	4	x	x	x	x	x	x	x	ARR TIMES 2345 - 0005
ASA167	B737	ANC	23:55	1/2	1/2	x	x	x	x	x	x	x	

Departures:

Flight	Equipment	Departs To	Time	Parking Gate	Boarding Gate	Frequency							Remarks
						S	M	T	W	T	F	S	
DL547	A220	SEA	0:55	4	4	x	x	x	x	x	x	x	DEP TIMES 0050 - 0120
ASA156	B737	SEA	1:50	1/2	1/2	x	x	x	x	x	x	x	
ASA86	B737	ANC	5:30	1/2	1/2	x	x	x	x	x	x	x	
ASA594	B737	SEA	6:00	1/2	1/2	x	x	x	x	x	x	x	
ASA904	B737	ANC	7:50	1/2	1/2	x	x	x	x	x	x	x	
ASA192	B737	ANC	11:55	1/2	1/2	x	x	x	x	x	x	x	
*DL320	B737	SEA	13:20	4	4					x	x		Thanksgiving special
ASA55	B737	ANC	13:40	1/2	1/2	x	x	x	x	x	x	x	WED'S DEP 1435
ASA190	B737	ANC	17:05	1/2	1/2	x	x	x	x	x	x	x	
ASA124	B737	SEA	17:45	1/2	1/2	x	x	x	x	x	x	x	
ASA194	B737	ANC	20:20	1/2	1/2	x	x	x	x	x	x	x	



Fairbanks
International Airport
AeroNexus™

Gate Schedule 10 November -10 March 2020
Gates A/B

Arrivals:

10/12/2019 A

Flight	Equipment	Arrives From	Time	Parking Gate	Boarding Gate	Frequency							Remarks
						S	M	T	W	T	F	S	
7H 2080	S2000	ANC	06:55	A/B	A/B		x	x	x	x	x	x	
RVF918	DH8	ANC	10:10	A/B	A/B		x		x		x		
HAG3581	BE1	GAL	14:00	A/B	A/B	x	x	x	x	x	x	x	
RVF919	BE1	SCC	14:35	A/B	A/B		x		x		x		
HAG3549	DH8	GAL/RBY	16:20	A/B	A/B	x	x	x	x	x	x	x	
HAG3587	DH8	GAL	17:40	A/B	A/B	x	x	x	x	x	x	x	
RVF906	DH8	ANC	18:30	A/B	A/B	x	x	x	x	x	x		

Departures:

Flight	Equipment	Departs To	Time	Parking Gate	Boarding Gate	Frequency							Remarks
						S	M	T	W	T	F	S	
7H 2081	S2000	ANC	07:35	A/B	A/B		x	x	x	x	x	x	
HAG3546	PA31	GAL	08:00	A/B	A/B	x	x	x	x	x	x	x	
HAG3500	BE1	FYU/BTI	08:45	A/B	A/B		x	x	x	x	x		
HAG3580	BE1	GAL	09:00	A/B	A/B	x	x	x	x	x	x	x	
RVF918	DH8	SCC	10:45	A/B	A/B		x		x		x		
HAG3586	BE1	GAL	14:35	A/B	A/B	x	x	x	x	x	x	x	
RVF919	DH8	ANC	15:10	A/B	A/B		x		x		x		
RVF907	DH8	ANC	19:05	A/B	A/B	x	x	x	x	x	x		



**FAIRBANKS INTERNATIONAL AIRPORT
GIFT SHOP SALES
GROSS REVENUE ACTIVITY**

2017 YEAR

Gross Sales Gifts	65,372.25	74,043.08	98,057.63	47,763.52	62,282.85	85,424.83	104,438.12	104,643.13	105,169.34	72,342.67	81,979.65	90,201.64	991,718.71
Gross Sales Books/Magazines	7,327.10	8,872.23	9,285.48	6,965.90	8,709.08	12,443.31	14,243.43	14,666.40	12,047.77	8,918.78	7,862.34	8,268.78	119,610.60
Gross Sales Sundries	7,552.64	8,309.90	10,376.78	7,574.18	10,927.07	13,890.15	16,200.34	15,859.51	11,148.90	9,979.30	10,483.88	11,536.59	133,839.24
Gross Sales Beverages & Snacks	42,550.50	41,871.90	50,845.69	32,464.85	42,771.04	56,276.75	64,855.70	66,849.89	58,271.13	42,137.88	47,662.56	51,105.72	597,663.61
Gross Sales Pre Security	11,521.32	10,834.20	12,865.32	9,403.56	11,875.89	19,009.50	19,363.56	19,309.43	12,158.69	9,107.35	8,215.30	8,951.49	152,615.61
Total Sales	134,323.81	143,931.31	181,430.90	104,172.01	136,565.93	187,044.54	219,101.15	221,328.36	198,795.83	142,485.98	156,203.73	170,064.22	1,995,447.77

2018 YEAR

Gross Sales Gifts	69,300.44	85,295.77	102,575.18	56,089.29	62,326.21	94,365.89	112,584.47	122,035.40	95,621.97	77,087.38	77,059.40	92,364.51	1,046,665.91
Gross Sales Books/Magazines	6,568.71	6,466.94	8,519.11	6,165.64	8,530.97	13,769.52	13,398.78	15,832.24	10,961.78	8,420.97	6,670.00	7,246.00	112,550.66
Gross Sales Sundries	8,996.56	8,148.77	10,979.24	9,005.89	11,697.30	14,303.92	16,501.43	17,180.68	12,669.53	11,263.87	9,538.20	10,740.80	141,026.19
Gross Sales Beverages & Snacks	41,165.32	46,177.66	52,113.47	38,810.98	47,878.08	64,838.43	71,595.06	70,632.91	61,904.10	52,419.43	48,142.33	52,260.22	647,937.99
Gross Sales Pre Security	8,495.36	8,966.96	11,681.90	7,492.95	10,008.68	15,192.33	16,153.45	17,629.57	8,893.40	9,942.81	7,831.74	9,178.80	131,467.95
Total Sales	134,526.39	155,056.10	185,868.90	117,564.75	140,441.24	202,470.09	230,213.19	243,310.80	190,050.78	159,114.46	149,241.67	171,790.33	2,079,648.70

2019 YEAR

Gross Sales Gifts	73,686.48	98,688.13	107,496.39	63,683.21	80,180.61	111,826.76	146,646.50	146,801.20	106,479.19	92,160.01	78,794.29	101,150.21	1,207,592.98
Gross Sales Books/Magazines	6,264.55	6,555.99	7,882.83	6,703.00	9,218.56	14,521.22	14,691.05	15,639.37	11,117.65	8,867.80	6,253.93	7,497.19	115,213.14
Gross Sales Sundries	7,531.51	7,707.11	8,974.85	9,428.41	12,838.71	16,494.61	20,262.08	21,214.19	15,148.81	14,145.74	10,849.53	14,995.27	159,590.82
Gross Sales Beverages & Snacks	42,997.26	48,861.87	52,826.70	40,046.46	55,277.21	70,871.51	85,099.00	83,466.25	65,401.18	56,516.95	49,945.77	56,294.75	707,604.91
Gross Sales Pre Security	8,774.00	8,803.09	9,442.94	7,415.79	12,157.99	16,219.59	16,417.10	18,903.54	13,145.77	11,416.54	8,876.39	10,463.08	142,035.82
Total Sales	139,253.80	170,616.19	186,623.71	127,276.87	169,673.08	229,933.69	283,115.73	286,024.55	211,292.60	183,107.04	154,719.91	190,400.50	2,332,037.67

FAI CY2017 ENPLANED PAX

Air Carrier	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Total YTD
Int'l Sig													
Condor						223	260	356	76	0	0	0	915
China Airlines									278	0	0	0	278
Korean Airlines								13	167	0	0	0	180
Total Int Sig	0	0	0	0	0	223	260	369	521	0	0	0	1,373
Int'l Non-Sig													
Air North					282	2,285	2,047	2,613	348	0	0	0	7,575
Japan Airlines	218	481	230					189	174	0	0	0	1,292
ANA													0
Omni Air Int'l		479					368						847
Uzbekistan Airways													0
Total Int Non-Sig	218	960	230	0	282	2,285	2,415	2,802	522	0	0	0	9,714
Total Int'l	218	960	230	0	282	2,508	2,675	3,171	1,043	0	0	0	11,087
Dom Sig													
Alaska	29,503	30,710	39,124	28,741	33,162	34,796	33,294	35,273	38,261	32,454	33,366	37,217	405,901
Corvus	2,112	2,244	2,690	2,273	2,689	2,956	2,858	3,285	2,881	2,380	2,342	2,696	31,406
Delta	1,271	1,744	2,067	1,871	3,367	10,807	14,056	14,164	4,151	2,783	3,317	3,919	63,517
Peninsula			19	0									19
Tatonduk	118			118	178	226	230	204	176	40	114	87	1,491
United						3,005	4,424	1,968					9,397
Total Dom Sig	33,004	34,698	43,900	33,003	39,396	51,790	54,862	54,894	45,469	37,657	39,139	43,919	511,731
Dom Non-Sig													
40 Mile	16	16	29	20	15	31	7	8	5	4	5	6	162
Alascom	7			1	2	23	20	6	14	4	0	0	77
Conoco-BP	437	485	484	367	300	341	315	291	216	220	273	222	3,951
FBO/Other	211	55											266
Hageland	657	586	726	592	167	650	663	736	662	693	545	544	7,221
Sierra Pacific													0
Warbelow's	841	1,121	1,405	738	1,210	2,015	2,103	2,320	1,925	951	966	1,158	16,753
Wright	1,398	1,518	1,833	1,492	1,999	2,253	2,049	2,715	2,078	1,789	1,591	1,953	22,668
Total Dom Non-Sig	3,567	3,781	4,477	3,210	3,693	5,313	5,157	6,076	4,900	3,661	3,380	3,883	51,098
Total Dom	36,571	38,479	48,377	36,213	43,089	57,103	60,019	60,970	50,369	41,318	42,519	47,802	562,829
Total	36,789	39,439	48,607	36,213	43,371	59,611	62,694	64,141	51,412	41,318	42,519	47,802	573,916

FAI CY2017 DEPLAINED PAX

Air Carrier	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Total YTD
Int'l Sig													
Condor						141	207	264	29	0	0	0	641
China Airlines									302		0	0	302
Korean Airlines								230	201	0	0	0	431
Total Int Sig	0	0	0	0	0	141	207	494	532	0	0	0	1,374
Int'l Non-Sig													
Air North					74	2,043	2,086	2,384	901	0	0	0	7,488
Japan Airlines	710		2					178	177	0	0	0	1,067
ANA													0
Uzbekistan Airways													0
Total Int Non-Sig	0	710	2	0	74	2,043	2,086	2,562	1,078	0	0	0	8,555
Total Int'l	0	710	2	0	74	2,184	2,293	3,056	1,610	0	0	0	9,929
Dom Sig													
Alaska	32,652	30,915	39,663	28,200	37,684	35,706	34,683	37,099	31,971	30,211	32,583	33,955	405,322
Corvus	2,185	2,233	2,636	2,001	2,796	2,886	2,842	3,472	2,829	2,469	2,471	2,708	31,528
Delta	1,528	1,731	2,010	1,761	5,500	14,267	15,398	14,065	4,151	2,783	4,069	3,740	71,003
Peninsula			90	0									90
Tatonduk	101			95	136	208	180	215	182	40	96	84	1,337
United						3,219	4,527	2,073			0		9,819
Total Dom Sig	36,466	34,879	44,399	32,057	46,116	56,286	57,630	56,924	39,133	35,503	39,219	40,487	519,099
Dom Non-Sig													
40 Mile	19	17	28	17	13	42	12	16	10	7	3	4	188
Alascom	7			1	0	21	20	6	14	5	0	0	74
Conoco-BP	347	371	500	457	318	372	281	340	227	208	282	239	3,942
FBO/Other	20	202											222
Hageland	587	645	672	639	168	662	680	686	641	709	569	566	7,224
Sierra Pacific													0
Warbelow's	858	1,079	1,332	761	1,212	2,013	2,234	2,309	1,865	926	829	948	16,366
Wright	1,486	1,447	1,844	1,493	1,858	1,958	2,084	2,421	2,103	1,883	1,647	1,767	21,991
Total Dom Non-Sig	3,324	3,761	4,376	3,368	3,569	5,068	5,311	5,778	4,860	3,738	3,330	3,524	50,007
Total Dom	39,790	38,640	48,775	35,425	49,685	61,354	62,941	62,702	43,993	39,241	42,549	44,011	569,106
Total	39,790	39,350	48,777	35,425	49,759	63,538	65,234	65,758	45,603	39,241	42,549	44,011	579,035

FAI CY2018 ENPLANED PAX

Air Carrier	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Total YTD
Int'l Sig													
Condor	0	0	0	0	0	376	237	429	72	0	0	0	1,114
China Airlines	0	5	0	0	0	0	0	0	0	0	0	0	5
Korean Airlines	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Int Sig	0	5	0	0	0	376	237	429	72	0	0	0	1,119
Int'l Non-Sig													
Air North	0	0	0	0	338	2,625	2,371	2,081	20	0	0	0	7,435
Japan Airlines	0	449	176	0	0	0	0	0	336	0	0	0	961
ANA	0	0	0	0	0	0	0	0	0	0	0	0	0
Omni Air Int'l	0	0	0	0	0	0	0	0	189	0	0	0	189
Uzbekistan Airways	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Int Non-Sig	0	449	176	0	338	2,625	2,371	2,081	545	0	0	0	8,585
Total Int'l	0	454	176	0	338	3,001	2,608	2,510	617	0	0	0	9,704
Dom Sig													
Alaska	30,897	30,362	35,958	29,464	33,889	34,822	35,708	37,679	39,926	35,415	34,406	34,023	412,549
Corvus	1,464	1,651	1,864	1,428	1,654	2,333	2,135	2,505	2,401	2,308	1,781	1,872	23,396
Delta	2,931	2,679	3,655	3,739	4,206	10,711	13,700	14,027	4,464	3,595	3,716	2,889	70,312
Peninsula	0	0	0	0	0	0	0	0	0	0	0	0	0
Sun Country	0	0	0	0	0	0	0	0	0	0	0	0	0
Tatonduk	96	98	177	84	153	156	189	268	199	179	75	142	1,816
United	0	0	0	0	0	3,520	5,005	3,090	0	0	0	0	11,615
Total Dom Sig	35,388	34,790	41,654	34,715	39,902	51,542	56,737	57,569	46,990	41,497	39,978	38,926	519,688
Dom Non-Sig													
40 Mile	4	3	4	2	4	5	2	35	37	25	6	4	131
Alascom	3	17	9	20	15	2	16	19	24	3	14	18	160
Conoco-BP	293	283	330	181	229	206	227	245	199	195	240	187	2,815
FBO/Other	17	0	0	0	28	0	0	0	0	0	0	0	45
Hageland	572	550	759	640	150	0	0	0	0	0	0	0	2,671
Sierra Pacific	0	0	0	0	0	0	70	0	0	0	0	0	70
Warbelow's	810	1,129	1,264	600	1,015	1,284	1,580	1,503	1,420	624	573	651	12,453
Wright	1,860	1,528	2,253	1,994	2,240	2,850	2,661	3,155	2,078	2,410	1,994	2,262	27,285
Total Dom Non-Sig	3,559	3,510	4,619	3,437	3,681	4,347	4,556	4,957	3,758	3,257	2,827	3,122	45,630
Total Dom	38,947	38,300	46,273	38,152	43,583	55,889	61,293	62,526	50,748	44,754	42,805	42,048	565,318
Total	38,947	38,754	46,449	38,152	43,921	58,890	63,901	65,036	51,365	44,754	42,805	42,048	575,022

FAI CY2018 DEPLAINED PAX

Air Carrier	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Total YTD
Int'l Sig													
Condor	0	0	0	0	0	395	222	204	53	0	0	0	874
China Airlines	0	5	0	0	0	0	0	0	0	0	0	0	5
Korean Airlines	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Int Sig	0	5	0	0	0	395	222	204	53	0	0	0	879
Int'l Non-Sig													
Air North	0	0	0	0	0	2,625	2,217	2,503	203	0	0	0	7,548
Japan Airlines	0	633	0	0	0	0	0	0	167	0	0	0	800
ANA	0	0	0	0	0	0	0	0	0	0	0	0	0
Omni Air Int'l	0	0	0	0	0	0	0	0	2	0	0	0	2
Uzbekistan Airways	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Int Non-Sig	0	633	0	0	0	2,625	2,217	2,503	372	0	0	0	8,350
Total Int'l	0	638	0	0	0	3,020	2,439	2,707	425	0	0	0	9,229
Dom Sig													
Alaska	32,345	30,441	36,281	29,101	39,449	38,538	38,210	40,897	33,419	33,119	33,773	37,275	422,848
Corvus	1,743	1,838	1,822	1,231	1,648	2,129	2,063	2,406	2,207	2,148	1,614	1,637	22,486
Delta	2,931	2,920	4,120	3,628	5,207	13,181	14,838	14,567	3,607	2,875	3,594	3,055	74,523
Peninsula	0	0	0	0	0	0	0	0	0	0	0	0	0
Sun Country	0	0	0	0	374	57	0	0	0	0	0	0	431
Tatonduk	109	99	163	93	164	146	211	224	204	227	89	142	1,871
United	0	0	0	0	0	3,514	5,238	3,218	0	0	0	0	11,970
Total Dom Sig	37,128	35,298	42,386	34,053	46,842	57,565	60,560	61,312	39,437	38,369	39,070	42,109	534,129
Dom Non-Sig													
40 Mile	2	4	6	5	3	8	7	23	41	27	4	9	139
Alascom	2	15	8	20	16	2	17	20	25	3	17	18	163
Conoco-BP	217	253	417	230	228	205	180	299	209	177	230	188	2,833
FBO/Other	17	0	0	0	374	0	0	0	0	0	0	0	391
Hageland	546	568	712	635	152	0	0	0	0	0	0	0	2,613
Sierra Pacific	0	0	0	0	0	0	0	0	0	0	0	0	0
Warbelow's	808	899	958	644	1,020	1,365	1,592	1,634	1,308	490	377	408	11,503
Wright	1,574	1,549	2,020	1,883	2,119	2,587	2,514	2,854	2,204	2,549	2,141	2,048	26,042
Total Dom Non-Sig	3,166	3,288	4,121	3,417	3,912	4,167	4,310	4,830	3,787	3,246	2,769	2,671	43,684
Total Dom	40,294	38,586	46,507	37,470	50,754	61,732	64,870	66,142	43,224	41,615	41,839	44,780	577,813
Total	40,294	39,224	46,507	37,470	50,754	64,752	67,309	68,849	43,649	41,615	41,839	44,780	587,042

FAI CY2019 ENPLANED PAX

Air Carrier	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19
Int'l Sig												
Condor	0	0	0	0	0	123	257	330	462	0	0	0
China Airlines	0	0	0	0	0	0	0	0	0	0	0	0
Korean Airlines	0	0	0	0	0	0	0	0	0	0	0	0
Total Int Sig	0	0	0	0	0	123	257	330	462	0	0	0
Int'l Non-Sig												
Air North	0	0	0	0	356	1,510	2,142	2,075	0	0	0	0
Japan Airlines	0	440	0	0	0	0	0	0	142	0	0	0
ANA	0	0	0	0	0	0	0	0	0	0	0	0
Omni Air Int'l	671	645	0	0	108	0	2	428	464	0	0	0
Uzbekistan Airways	0	0	0	0	0	0	0	0	0	0	0	0
Total Int Non-Sig	671	1,085	0	0	464	1,510	2,144	2,503	606	0	0	0
Total Int'l	671	1,085	0	0	464	1,633	2,401	2,833	1,068	0	0	0
Dom Sig												
Alaska	31,918	31,953	38,589	29,265	35,490	35,963	38,925	38,761	35,875	36,335	33,232	37,930
Corvus	1,761	1,613	2,090	1,567	1,758	1,453	1,646	2,307	2,359	2,387	1,773	0
Delta	2,372	2,592	2,192	1,533	3,147	9,659	12,849	12,405	4,794	3,142	2,792	3,766
Peninsula	0	0	0	0	0	0	0	0	0	0	0	0
Sun Country	0	0	0	0	0	0	0	0	0	0	0	0
Tatonduk	185	203	183	106	186	211	146	246	336	270	138	181
United	0	0	0	62	2,357	4963	7426	6,113	4,238	247	0	0
Total Dom Sig	36,236	36,361	43,054	32,533	42,938	52,249	60,992	59,832	47,602	42,381	37,935	41,877
Dom Non-Sig												
40 Mile	8	6	8	6	12	6	9	15	12	8	4	15
Alascom	7	0	0	5	8	0	7	5	11	32	0	1
Conoco-BP	264	232	197	188	218	198	185	139	0	0	0	0
FBO/Other	0	0	0	0	0	0	0	0	0	0	0	0
Hageland	0	0	0	0	0	0	0	0	0	0	0	0
Sierra Pacific	0	0	0	0	0	0	0	0	0	0	0	0
Warbelow's	518	703	703	313	613	1,192	1,190	1,264	974	346	415	579
Wright	1,965	2,032	2,454	2,270	2,492	3,011	2,685	3,253	2,468	2,388	2,008	2,498
Total Dom Non-Sig	2,762	2,973	3,362	2,782	3,343	4,407	4,076	4,676	3,465	2,774	2,427	3,093
Total Dom	38,998	39,334	46,416	35,315	46,281	56,656	65,068	64,508	51,067	45,155	40,362	44,970
Total	39,669	40,419	46,416	35,315	46,745	58,289	67,469	67,341	52,135	45,155	40,362	44,970

FAI CY2019 DEPLANED PAX

Air Carrier	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19
Int'l Sig												
Condor	0	0	0	0	0	104	148	210	370	0	0	0
China Airlines	0	0	0	0	0	0	0	0	0	0	0	0
Korean Airlines	0	0	0	0	0	0	0	0	0	0	0	0
Total Int Sig	0	0	0	0	0	104	148	210	370	0	0	0
Int'l Non-Sig												
Air North	0	0	0	0	0	2,193	2,092	2,555	163	0	0	0
Japan Airlines	0	440	0	0	0	0	0	0	262	0	0	0
ANA	0	0	0	0	0	0	0	0	0	0	0	0
Omni Air Int'l	0	0	1,085	0	0	0	9	107	0	0	113	132
Uzbekistan Airways	0	0	0	0	0	0	0	0	0	0	0	0
Total Int Non-Sig	0	440	1,085	0	0	2,193	2,101	2,662	425	0	113	132
Total Int'l	0	440	1,085	0	0	2,297	2,249	2,872	795	0	113	132
Dom Sig												
Alaska	34,203	32,065	38,700	29,185	39,814	39,255	41,462	39,406	31,652	34,116	32,740	36,786
Corvus	1,778	1,613	1,859	1,533	1,689	1,391	1,538	1,976	2,089	2,259	1,637	0
Delta	2,084	1,847	3,281	1,873	4,188	12,185	14,116	13,185	4,124	2,788	2,844	3,602
Peninsula	0	0	0	0	0	0	0	0	0	0	0	0
Sun Country	0	0	0	0	0	0	0	0	0	0	0	0
Tatonduk	189	218	194	125	156	162	140	224	367	266	129	207
United	0	0	0	98	3,822	6,881	8,312	6,233	2,824	179	0	0
Total Dom Sig	38,254	35,743	44,034	32,814	49,669	59,874	65,568	61,024	41,056	39,608	37,350	40,595
Dom Non-Sig												
40 Mile	5	4	6	4	6	3	12	17	15	9	5	17
Alascom	7	0	0	5	7	0	11	8	11	33	0	1
Conoco-BP	230	216	205	199	230	184	165	132	0	0	0	0
FBO/Other	0	0	0	0	0	0	0	0	0	0	0	0
Hageland	0	0	0	0	0	0	0	0	0	0	0	0
Sierra Pacific	0	0	0	0	0	0	0	0	0	0	0	0
Warbelow's	415	517	460	285	642	1,201	1,251	1,283	889	300	262	403
Wright	2,069	2,031	2,334	2,389	2,419	2,632	2,651	3,054	2,630	2,482	1,968	2,336
Total Dom Non-Sig	2,726	2,768	3,005	2,882	3,304	4,020	4,090	4,494	3,545	2,824	2,235	2,757
Total Dom	40,980	38,511	47,039	35,696	52,973	63,894	69,658	65,518	44,601	42,432	39,585	43,352
Total	40,980	38,951	48,124	35,696	52,973	66,191	71,907	68,390	45,396	42,432	39,698	43,484