

STATE OF ALASKA
FAIRBANKS INTERNATIONAL AIRPORT
FAIRBANKS, ALASKA

INVITATION TO BID
VENDING MACHINE CONCESSION AGREEMENT
ADA-90879

March 2, 2020

FAIRBANKS INTERNATIONAL AIRPORT
VENDING MACHINE CONCESSION AGREEMENT ADA-90879
INVITATION TO BID

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Supplemental Information (Yellow Pages)

- Gross Sales for 2016 through 2019
- Passenger Enplanements and Deplanements for years 2016 through 2019

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.

Notice Inviting Bids

The State of Alaska, Department of Transportation & Public Facilities, Fairbanks International Airport (State) is inviting bids for certain exclusive rights to operate and maintain a Vending Machine Concession in the passenger terminal building at Fairbanks International Airport (FAI). The limited nature of these rights is outlined in the Sample Concession Agreement included with the Invitation to Bid package. To obtain a copy of the Invitation to Bid documents, please contact Annette Cole at 907-474-2525, email address: annette.cole@alaska.gov or Christel Burgess at 907-474-2549, email address: christel.burgess@alaska.gov, FAX: 907-474-2513, or send written requests to Fairbanks International Airport Leasing Office, 6450 Airport Way, Suite 1, Fairbanks, Alaska 99709.

The State encourages all interested parties, including disadvantaged business enterprises, to submit bids for this Concession Agreement ADA-90879. 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, Airport 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 Invitation to Bid, the Sample Concession Agreement, or the date, time, or place of any pre-bid conference or for bid submission by notice to all persons who have requested a copy of the Invitation to Bid and without further publication. All potentially interested persons are encouraged to request a copy of the Invitation to Bid and thereby become registered to receive a copy of any addenda that the State may issue regarding this solicitation.

Questions, comments, or objections regarding the Invitation to Bid documents must be submitted in writing to the address above, Attn: Annette Cole or Christel Burgess, by **5:00 p.m. Alaska Time on Wednesday, April 8, 2020.**

The pre-bid conference will be held at **2:00 p.m. Alaska Time on Thursday, April 2, 2020**, in the Administrative Offices' Tanana Conference Room in the Fairbanks International Airport Terminal. To participate by phone please notify Annette Cole at (907) 474-2525 or Christel Burgess at (907) 474-2549 by **5:00 p.m. Wednesday, April 1, 2020.**

Bidders must demonstrate a minimum of two consecutive years in snack and beverage vending.

FAI reserves the right to reject any or all bids, to advertise for new bids, 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 bids.

Each proposer must submit a complete bid on State-furnished forms as described in the Invitation to Bid. All bids must be received no later than **2:00 p.m. Alaska Time, Friday, April 24, 2020**, and will be opened in the Tanana Conference Room at Fairbanks International Airport at the address stated above. No late bids will be accepted.

DATE: 03/02/2020

BY: "SIGNED"
Christel Burgess, Chief of Leasing
Fairbanks International Airport

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FAIRBANKS INTERNATIONAL AIRPORT

VENDING MACHINE CONCESSION AGREEMENT

ADA-90879

TERMS OF INVITATION

The **State of Alaska, Department of Transportation & Public Facilities, Fairbanks International Airport**, (State) invites bids for certain exclusive rights to operate a Vending Machine Concession within State-designated facilities at the **Fairbanks International Airport**, (Airport). The limited nature of these rights is outlined in the Sample Concession Agreement (Agreement) included with this Invitation to Bid (ITB) package.

The State encourages all interested parties, including disadvantaged business enterprises, to submit bids for Concession Agreement ADA-90879. The State shall not exclude any Bidder on the grounds of race, color, religion, national origin, or sex.

It is each Bidder's responsibility to examine carefully all documents that relate to this invitation and to determine all conditions that may affect its bid. A Bidder'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 invitation based on a claim that the Bidder misunderstood that term or condition. Any and all comments or questions about, or objections to, the form of this invitation, the terms, format, structure, language, criteria or any other aspect of this ITB, including the Terms of Invitation, Instructions to Bidders, Bid Submittal Form, Bidder's Affidavit, Bidder's Questionnaire, Sample Concession Agreement, and Supplemental Information as modified or supplemented by addenda (together, the Invitation to Bid or ITB), must be submitted in writing to the Leasing Office at the address stated below on or before **5:00 p.m., Alaska Time, Wednesday, April 8, 2020**. Any such issue, including any issue of ambiguity, relating to or arising from either the ITB documents as originally issued or any addenda shall 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 Leasing Office by that deadline. Any opportunity for comment on or objection to any matter contained in, raised by, or relating in any way to a subsequent addendum, must be received at the Leasing Office by the deadline specified for such comment or objection in the respective addendum.

A pre-bid conference shall be held on Thursday, April 2, 2020, in the Tanana Conference Room located in the Administration Offices of the Terminal building at Fairbanks International Airport. 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. The State may, but is not obligated to, consider comments received after any deadline, and shall do so only to the extent the State, in its sole discretion, deems such consideration practical and in the best interest of the State. Bidders 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 Bidder has not filed a written objection with the Leasing Office before any applicable objection deadline shall be deemed waived by that person and not a proper basis for a protest or appeal.

Each Bidder must submit a complete bid on State-furnished forms as described in this document. **The State must receive Bids at the Leasing Office**, located in the Administration Offices of the Terminal at Fairbanks International Airport, Suite 1, **by 2:00 p.m., Alaska Time, Friday, April 24, 2020.** The State shall return any bid received after this time. The Leasing Office mailing and physical address is 6450 Airport Way, Suite 1, Fairbanks, Alaska 99709, telephone (907) 474-2525 or (907) 474-2549.

All information submitted with a bid becomes property of the State except as stated in this paragraph. Bids remain confidential until each bid is opened at the public bid opening. The State shall make reasonable efforts to protect the confidentiality of any proprietary, non-public financial and trade secret information to the extent the Bidder represents that information 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 bid submission envelope. The Bidder must, in addition, support its request for confidential treatment of information by including in its Bid the following agreement:

"The Bidder 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 Bidder as confidential, and to defend any action brought against the State or the Airport or its officers, employees or agents due to such refusal or to compel disclosure."

All information submitted by the successful Bidder shall remain property of the State. To the extent legally permissible, upon request by an unsuccessful Bidder, any "Confidential Information" properly identified by that Bidder under this paragraph and determined by the State to qualify for nondisclosure under the Alaska Public Records Act, shall be returned to the Bidder after the award of the Concession Agreement and the final and unappealable determination or other resolution of any and all protests relating to this invitation. It is understood, however, that the State shall have no liability in the event of disclosure of such information. Except as provided in this paragraph, all parts of each Bid become public information at the time the Bid is opened at the public bid opening. A Bidder may not withdraw its Bid after 2:00 p.m., Alaska Time, Friday, April 24, 2020.

Persons with a disability who need special accommodation concerning this Concession Agreement invitation should contact Annette Cole or Christel Burgess in the Leasing Office at the above address. The text telephone (TDD) number is (800) 770-8973.

OVERVIEW OF CONCESSION AGREEMENT INVITATION

The successful Bidder shall enter into a contract granting certain exclusive rights to operate a Vending Machine Concession at the Airport, as described in the Sample Vending Concession Agreement (Agreement) made a part of this ITB.

Some, but not all, provisions of the invitation are listed below. Please read the complete invitation, including all forms and exhibits, for details. The Sample Vending Concession Agreement and its attached exhibits are fully incorporated as part of this invitation and control in the event of a conflict between this ITB and the Sample Vending Concession Agreement.

The most responsive and responsible bidder will be awarded the contract.

A. CONCESSION AGREEMENT TERM: Term beginning on May 15, 2020, and ending May 31, 2025 (the "Base Term"), with an additional five (5) one (1) year options for extension (the "Term Extension") the State may exercise, contingent on prior FAA approval.

B. RIGHTS GRANTED: The Concessionaire shall have certain exclusive rights and obligations to operate a Vending Machine Concession in the upper and lower levels of the Terminal Building at the Airport. The nature of these rights is outlined in Article IV (Rights Granted) of the Sample Vending Concession Agreement.

C. PREMISES: The Airport will award one vending machine concession agreement. The Premises of Concession Agreement ADA-90879 will include 5 vending locations as shown on Exhibit A, Sheet 1 of 4 and Sheet 2 of 4, Spaces TC1101A, T1900E, C2203A, TC2200C and TC2400A, updated February 2020, of the Sample Vending Concession Agreement ADA-90879.

D. REVENUES TO THE STATE: For the rights and privileges granted under this Agreement, the successful Bidder shall pay the State for each agreement year a sum equal to the greater of the Minimum Annual Guarantee (MAG) or the percentage rate of thirty five percent (35%) as applied to gross receipts.

Bidders shall bid the following:

1. Minimum Annual Guarantee (MAG) for Contract Year One (1), Contract Year Two (2), Contract Year Three (3), Contract Year Four (4), and Contract Year Five (5) of the agreement, with the Bid Amount being the sum of all Five (5) Contract Year MAG amounts.

The Minimum Annual Guarantee (MAG) bid for any contract year during the Concession Period may not be less than twenty five thousand dollars (\$25,000).

E. LIQUIDATED DAMAGES: The State may assess liquidated damages in the amount of one hundred dollars (\$100.00) for the first day and twenty dollars (\$20.00) per day thereafter for being non-operational or out of stock over 24 hours, not as a result of the State. Non-operational means unable to function due to technical/mechanical malfunction, lack of currency in the machine or failure of communication or network access. The Concessionaire will have forty-eight hours after receiving the Notice to Cure to remedy the problem. If further time is reasonably necessary, the Concessionaire may contact the State for an extension of time, which the State may grant in its sole reasonable discretion.

If the Concessionaire fails to cure the problem, the State may issue a forty-eight (48) hour notice to the Concessionaire to promptly remove the non-operational Vending Machine. The determination will be based on the Vending Machine not operating over three consecutive days.

F. BIDDER QUALIFICATIONS: The State requires that the bidder meet these requirements:

1. Operate at least five (5) Snack and Beverage Vending Machines for at least two (2) years within the past five (5) years;
2. Participate in a nationally recognized debit/check card acceptance system (such as Cirrus, Plus, etc.);
3. All vending machines must accept Mastercard and Visa.

G. BID DEPOSIT: A Bidder must submit a two thousand dollar (\$2,000) deposit with its bid 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.

H. ALASKA BUSINESS PARTICIPATION: The State desires to provide the opportunity for Alaska businesses to participate in the concession offered under this ITB. For the purposes of this invitation, an Alaskan business is one that holds a current Alaska Business License, has operated a business in Alaska for at least six (6) months prior to the deadline to submit bids, and is at least fifty-one percent (51%) owned by one or more Alaska residents. If the Bidder is an entity formed specifically for this invitation, a statement should be submitted to describe how the individual parties meet the requirements.

I. CONCESSION AGREEMENT AWARD: If there is an award, the State shall award the exclusive rights to operate a Vending Machine business at the Airport to the most responsible, responsive bidder that submits the highest Minimum Annual Guarantee bid.

J. PRE-BID CONFERENCE; DEADLINE FOR OBJECTIONS:

The State shall conduct a pre-bid conference at **2:00 p.m., Alaska Time, Thursday, April 2, 2020**, in the Tanana Conference Room, in the Administration Offices of the Terminal Building at Fairbanks International Airport. Attendance is encouraged but not required; participation may be either in person or telephonically. Interested parties must notify airport leasing by **5:00 p.m. Wednesday, April 1, 2020** to participate telephonically.

Airport personnel shall conduct the conference, provide a general overview of the Concession Agreement ITB, listen to suggestions and comments, entertain questions, and if requested, provide a tour of all vending locations. The State requests that Bidders submit written comments that relate to this invitation to the Leasing Office by **Tuesday, March 31, 2020**, so that staff may review them before the pre-bid conference.

The State will consider any suggestion, comment, or request for additional information concerning the bid documents presented at the pre-bid conference or submitted in writing to Annette Cole or Christel Burgess, Leasing Office, at the address previously listed, by no later than **5:00 p.m., Alaska Time, Wednesday, April 8, 2020**. The State may, but is not obligated to, consider comments received after 5:00 p.m., Alaska Time, Wednesday, April 8, 2020, and shall do so only to the extent the State, in its sole discretion, deems such consideration practical and in the best interest of the State. Bidders are cautioned that the State may not deem the time sufficient to issue addenda addressing comments received after 5:00 p.m., Alaska Time, Wednesday, April 8, 2020. Any matter about which a potential Bidder has not filed a written objection before an applicable objection deadline shall be deemed waived by that person and not a proper basis for a protest or appeal. The Leasing Office facsimile number is (907) 474-2513.

K. COMPETITIVE INTEGRITY

The State seeks to maintain a fair and even competitive environment for all potential Bidders to protect the integrity of the bid process. Annette Cole, Airport Leasing Specialist, and Christel Burgess, Chief of Leasing, are the only authorized State of Alaska Department of Transportation & Public Facilities liaisons with whom a potential Bidder, or anyone on its behalf, may have contact concerning this invitation from the release date of this ITB until the State awards the

Concession Agreement. Bidders must submit all comments, suggestions, and requests for information to Annette Cole or Christel Burgess, subject to the previously mentioned deadlines for written comments. The mailing and physical address for comments is Fairbanks International Airport, Leasing Office, 6450 Airport Way, Suite 1, Fairbanks, Alaska 99709. The telephone number is (907) 474-2525 or (907) 474-2549 and facsimile number (907) 474-2513.

Any communication concerning the content of this invitation by a potential or actual Bidder, or anyone on its behalf, with any State of Alaska, Department of Transportation & Public Facilities official or employee other than the authorized State of Alaska liaisons, Annette Cole and Christel Burgess, shall result in the rejection of that Bidder's bid unless;

- the communication is a protest properly and timely filed under 17 AAC 42.910 prior to the deadline for bids, or,
- in the reasonable judgment of the liaison, the communication could not reasonably be believed to have given the Bidder a competitive advantage or have impaired the fair and even competitive environment of this invitation.

The pre-bid conference is the only other contact contemplated by this invitation between State of Alaska Executive Branch officials and potential Bidders.

L. GROUND FOR REJECTION

1. Non-Responsive Bids

The State shall consider a bid to be not responsive if the Bidder submits more than one bid under the same or different names or if the bid:

- is submitted late or to the wrong place;
- does not include the required bid deposit;
- is not signed in a manner binding on the bidder;
- is illegible;
- is not submitted in a sealed enclosed envelope;
- fails to acknowledge all material addenda that the State has issued;
- offers an alternative compensation formula that the ITB does not allow;
- does not conform in all material respects to the ITB; or
- is conditional.

After the opening of sealed bids but before award, the State may permit a Bidder to correct minor informalities discovered in a bid.

2. Non-Responsible Bidders

An award shall not be made to a Bidder if the State determines in writing that the Bidder is not responsible under 17 AAC 42.390 or because the Bidder:

- is in violation of a provision of AS 02 or 17 AAC 42 or 45;
- is in violation of a material term of a contract with the department;
- is in arrears on a rental payment or other material financial obligation to the department;

- is in default of a material obligation under any lease, permit, or concession that the department has issued for any property or activity at any airport that the department owns, operates, or otherwise controls;
- fails timely to establish financial responsibility acceptable to the Airport Manager;
- fails timely to meet the Bidder qualification requirements;
- fails timely to provide sufficient information to determine the responsibility of the Bidder.

3. Tie-Bids

This solicitation bases award on the “highest minimum annual guarantee” bid item. It is theoretically possible that two or more bidders may submit identical “highest minimum annual guarantee” bids. This paragraph provides a mechanism to resolve ties, if any, among responsive and responsible bidders who have apparent winning bids.

In the event that two or more bidders submit identical, “highest minimum annual guarantee” bids in accordance with the “Bid Submittal Form,” the following procedures will apply. If two or more bidders are eligible for bid award, award shall be made by a drawing by lot limited to those bidders. If time permits, the bidders involved shall be given an opportunity to attend the drawing. The drawing shall be witnessed by at least three persons, and the contract file shall contain the names and addresses of the witnesses and the person supervising the drawing.

Objections, if any, to proceeding in accordance with this tie-breaking procedure shall be raised in accordance with Item J, Paragraph 3.

M. GENERAL INFORMATION

This invitation does not guarantee or imply that the successful Bidder will make a profit.

Each Bidder must have the ability to satisfy its bid and to perform all obligations of the Vending Concession Agreement. The State may perform any investigation it deems necessary to determine a Bidder’s ability to perform these obligations. The State may require a Bidder to furnish additional information, including financial information, to determine whether the Bidder is responsible and able to perform the obligations of both its Bid and the Concession Agreement.

Any oral explanation or instruction given by its State officials does not bind the State. This ITB, consisting of the Terms of Invitation, Instructions to Bidders, the Bid Submittal Form, Bidder's Affidavit, the Bidder's Questionnaire, the Sample Vending Concession Agreement, and Supplemental Information shall remain as written except as clarified by written notice or changed or supplemented by one or more written addenda, identified as such and issued by the State, and sent to all parties to whom the State previously provided a bid package. The Sample Vending Concession Agreement, including any changes made by addendum and with the appropriate blanks filled in at the time of award, is the form of Concession Agreement that a successful Bidder and the State shall sign and, together with the Bidder's complete bid, becomes the Concession Agreement that shall bind a successful Bidder. The Sample Vending Concession Agreement is not subject to negotiation by a successful Bidder. The State, in its sole discretion, reserves the right to make minor administrative changes to the Sample Vending Concession Agreement.

The State shall send a notice of intent to award to all Bidders at least seven (7) days before the State issues an award. An aggrieved Bidder 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 ITB for Vending Machine Agreement;
- a copy of the decision being protested;
- 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

At the same time the protester mails or delivers the protest to the Airport Manager, the protester must mail or deliver a copy of the filed protest documents to any other Bidder(s). 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 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.

Each successful Bidder must sign and deliver the Concession Agreement to the Airport Leasing Office at the address previously listed within fifteen (15) calendar days after receipt of the award notice. The State may annul an award and retain the bid deposit as liquidated damages for the lost benefit to and related additional costs incurred by the State if a successful Bidder 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 responsive and responsible bidder with the highest minimum annual guarantee bid. The State may annul the award and retain the bid deposit of any Bidder subsequently awarded the Concession Agreement if that Bidder does not sign and return the Concession Agreement within the required time.

The State may reject any or all bids 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 bids or award the Concession Agreement privilege in any manner it believes is in its best interest if the State rejects any or all bids. The State is not obligated to enter into an agreement with any Bidders. The State is not responsible for any cost associated with the preparation or submission of bids.

03/02/2020
Date

"SIGNED"
Christel Burgess, Chief of Leasing
Fairbanks International Airport

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FAIRBANKS INTERNATIONAL AIRPORT

VENDING MACHINE CONCESSION AGREEMENT

ADA-90879

INSTRUCTIONS TO BIDDERS

I. BID SUBMITTAL

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

**Vending Machine Concession
Fairbanks International Airport**

If the bid is mailed, the Bidder must enclose the sealed bid package in a second package for mailing. The State shall not consider late, electronic, facsimile, or telephonic Bids.

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

All bids submitted must be valid for a minimum of one hundred twenty (120) days after the date of the bid deadline. During this time, bids and Bidders shall be investigated, evaluated, recommended and submitted to the State for final approval for the award of the Agreement.

II. REQUIREMENTS FOR A COMPLETE BID

The following items constitute a complete bid:

- A. One (1) completed, signed, and notarized Bid Submittal Form (blue colored pages 13 - 15).
- B. One (1) completed, signed, and notarized Bidder's Affidavit (blue colored pages 17 - 19).
- C. One (1) completed, signed, and notarized Bidder's Questionnaire (blue colored pages 21 - 25).
- D. The two thousand dollar (\$2,000) bid deposit in the required form.

III. BID AMENDMENT OR WITHDRAWAL

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

- A. The Bidder's name must clearly appear on the outside of its sealed bid. The State shall not open any bid for Bidder identification or any other reason before 2:00 p.m., Alaska Time, Friday, April 24, 2020.
- B. The Bidder must submit a written request to withdraw its bid. The Bidder or its authorized representative must sign and notarize the written request to withdraw its bid, and it must be delivered to the State at the address for submitting bids before 2:00 p.m., Alaska Time, Friday, April 24, 2020.
- C. The Bidder may submit a new bid after withdrawal of a bid if the new bid is delivered to the State at the address for submitting bids before 2:00 p.m., Alaska Time, Friday April 24, 2020.

The State shall not accept electronic, facsimile, or telephonic bid withdrawals or amendments.

IV. GENERAL INFORMATION

- A. Disposition of Bid Deposits: The State may either cash or hold a Bidder's bid deposit until the State signs the Concession Agreement with the respective, successful Bidder. The State may annul the award and retain the Bidder's deposit if the Bidder is successful, but does not return its signed Concession Agreement by the time required. After both the successful Bidder and the State sign the Concession Agreement, the State shall apply the successful Bidder's deposit to the fees due the State within ninety (90) days after the Agreement beginning with the first month of the Concession Agreement. The State shall return bid deposits of unsuccessful Bidders as soon as practical after the State signs the Concession Agreement awarded under this invitation.

- B. Bid and Award Schedule

March 2, 2020	Public notice and release of bid documents
March 31, 2020	Written comments for pre-bid conference due from interested parties
April 2, 2020	Pre-bid conference
April 8, 2020	Deadline for any and all comments regarding the ITB documents
April 24, 2020	Last day to submit bids and bid opening
April 27, 2020	Notice of Intent to Award
May 8, 2020	Award bid to successful bidder
May 15, 2020	Concession agreement commences
May 15, 2020	Turnover date to begin installation of vending machines

FAIRBANKS INTERNATIONAL AIRPORT

VENDING MACHINE CONCESSION AGREEMENT

ADA-90879

BID SUBMITTAL FORM

DATE

The undersigned (individual, partnership, joint venture, or corporation) offers to enter into a Concession Agreement for certain exclusive rights to operate a Vending Machine concession at the Fairbanks International Airport (Airport), as deemed appropriate by Airport management. The limited nature of these rights is outlined in the Sample Vending Concession Agreement (Agreement) included with this Invitation to Bid (ITB) package.

In connection with this offer, the Bidder offers to pay the greater of the Minimum Annual Guarantee (MAG) or percentage fee of thirty-five percent (35%) of gross receipts.

(The minimum acceptable Minimum Annual Guarantee is \$25,000)

Contract Year One (1) Minimum Annual Guarantee _____

Contract Year Two (2) Minimum Annual Guarantee _____

Contract Year Three (3) Minimum Annual Guarantee _____

Contract Year Four (4) Minimum Annual Guarantee _____

Contract Year Five (5) Minimum Annual Guarantee _____

The following attached documents are part of this offer:

1. One (1) completed, signed, and notarized Bidder's Affidavit (blue colored pages 17 - 19).
2. One (1) completed, signed, and notarized Bidder's Questionnaire (blue colored pages 21 - 25).
3. The two thousand dollar (\$2,000) bid deposit in the required form.

A successful Bidder must sign and deliver the Concession Agreement to the Airport Leasing Office at the address previously listed within fifteen (15) calendar days after receipt of the award notice. The State may annul an award and retain the bid deposit as liquidated damages for the lost benefit to and related additional costs incurred by the State if a successful Bidder does not return the signed Concession Agreement within the required time.

The Bidder acknowledges receipt of the following addenda related to this invitation:

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

Dated _____
Dated _____
Dated _____

If the Bidder is a partnership or joint venture, all general partners or venturers of the joint venture must sign. If the Bidder 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 Bidder 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 Bidder as it should appear
in Concession agreement

Signature

Title

Signature

Title

Signature

Title

Signature

Title

Signature

Title

Signature

Title

NOTARIZE PAGE 15 (Copy and attach additional acknowledgment sheets as needed)

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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**FAIRBANKS INTERNATIONAL AIRPORT
VENDING MACHINE
CONCESSION AGREEMENT**

AGREEMENT ADA-90879

BIDDER'S AFFIDAVIT

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

1. The Affiant (as Bidder or as authorized representative or officer of the Bidder) has carefully examined the entire ITB as defined in the Terms of Invitation for Vending Concession Agreement ADA-90879 and all bid documents submitted by _____ relating to Vending Concession Agreement ADA-90879 for certain exclusive rights to operate a Vending Machine Concession at the Fairbanks International Airport (Airport), as defined in the ITB, and make all representations in this Bidder's affidavit on behalf of the Bidder.
2. The Bidder acknowledges that all documents and statements submitted with its bid become the property of the State of Alaska (State) when received by the State and then become public information at the public bid opening (subject to provisions outlined on page two (2) of the Terms of Invitation).
3. The bid is not made in the interest of or on behalf of any undisclosed person, partnership, company, association, organization, or corporation.
4. The bid is genuine, not collusive, nor a sham.
5. The Bidder has not, directly or indirectly, induced or solicited any other Bidder to submit a false or sham bid and has not directly or indirectly colluded, conspired, connived, or agreed with any Bidder or anyone else to submit a sham bid or to refrain from submitting a bid.
6. The Bidder 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 any other bid; nor to fix any overhead, profit, or cost element of the bid price or that of any other bid; nor to secure any undue advantage against the State of Alaska, Department of Transportation & Public Facilities, Fairbanks International Airport, or anyone interested in Vending Concession Agreement ADA-90879.
7. The Bidder shall 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 bid and supporting documents are true.
9. The Bidder has not, directly or indirectly, divulged its bid price nor any breakdown of the bid 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.

10. The Bidder has not paid and shall 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 Bidder for the Concession Agreement.

11. The Bidder is not in arrears on any payment owed to the State of Alaska, Department of Transportation & Public Facilities; is not in default of any obligation to the State of Alaska, Department of Transportation & Public Facilities; and has not failed to perform any previous agreement with the State of Alaska, Department of Transportation & Public Facilities faithfully and diligently.

12. The Bidder is able to successfully undertake and complete the responsibilities and obligations of this invitation and its bid as submitted.

13. The Bidder has not engaged in any unauthorized contact with State of Alaska, Department of Transportation & Public Facilities officials or employees as described in Section III of the Terms of Invitation.

If the Bidder is a partnership or joint venture, all general partners or venturers of the joint venture must sign. If the Bidder 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 Bidder 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 Bidder
_____ Signature	_____ Signature
_____ Title	_____ Title
_____ Signature	_____ Signature
_____ Title	_____ Title
_____ Signature	_____ Signature
_____ Title	_____ Title

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

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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FAIRBANKS INTERNATIONAL AIRPORT

**VENDING MACHINE
CONCESSION AGREEMENT**

AGREEMENT ADA-90879

BIDDER'S QUESTIONNAIRE

The Bidder must submit the information requested in this questionnaire with its bid. Attach additional pages, as necessary, and label responses with the same item number of the information requested. The Bidder must make complete and accurate statements and present them in the form requested. The Bidder must respond in English and provide financial information in U.S. dollars as valued during the referenced year. The State reserves the right to reject a bid for omissions, inaccuracies, or misstatements in this questionnaire or any attachment.

1. Name of Bidder's designated contact for the receipt of notices during this invitation:

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

3. Bidder's physical address:

4. Bidder's telephone number:

5. Bidder's facsimile number:

6. If awarded the Concession Agreement, the Bidder intends to operate as the following:

- | | |
|--|--|
| <input type="checkbox"/> Individual | <input type="checkbox"/> Joint Venture |
| <input type="checkbox"/> General Partnership | <input type="checkbox"/> Corporation |
| <input type="checkbox"/> Limited Partnership | <input type="checkbox"/> Limited Liability Company |

- A. If the Bidder intends to operate as a partnership, attach 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, provide 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 Bidder intends to operate as a joint venture, attach 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, provide 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 Bidder intends to operate as a corporation, provide a Certificate of Good Standing not more than thirty (30) days old from the incorporating jurisdiction. In addition, provide 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.
 - D. As an alternative to a Corporate Resolution, 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 bid in response to this State of Alaska ITB, and that the Secretary is authorized to make the Certifications shall be satisfactory.
 - E. If the Bidder intends to operate as a limited liability company, attach a complete copy of the company's articles of organization and agreement. In addition, provide a Certificate of Good Standing not more than thirty (30) days old from the registering jurisdiction. In addition, provide a resolution of more than one-half of the members that indicates the parties authorized to act on behalf of the limited liability company.
7. Attach a description of the Bidder's experience that addresses the Airport's qualifications. Specifically attach a description of the Bidder's qualifying experience in operating Vending Machines. For the purpose of this question 7, the word "entity" includes a sole proprietorship, a general partnership, a limited partnership, a joint venture, a corporation and a limited liability company.

If the proposing entity was formed before January 1, 2020, provide a response to the following items A through C that relate to the Bidder's experience as that entity.

If the proposing entity was formed after January 1, 2020, provide a response to the following items A through C that relate to the Bidder's experience for one or more persons depending on the relevant type of the following entities.

- 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
- the members of a limited liability company

As an alternative, the Terms of Invitation states that a Bidder may base its experience on a "principal operator" that is defined as "the person or business entity responsible for policy

making and daily operation of the vending machine business.” If the Bidder bases its experience on a “principal operator,” provide a response to the following items A through C that relates to the experience of the “principal operator.” In addition, provide a detailed description of the proposing entity and the relationship of the “principal operator” to that entity.

- A. Location – Street address, mailing address, city, and state (country, if not located in the United States) – for at least five (5) Vending Machine locations.
 - B. The total number of Vending Machines at each location.
 - C. The mailing address, telephone number, and contact name for a government agency, certified public accounting firm, or other independent source authorized to confirm to Airport personnel over the telephone the accuracy of the proposer’s data furnished in the response to question number seven.
8. Financial References: Attach a letter of reference from a bank or other financial institution where the Bidder regularly does business. Include the name and telephone number of an officer of the institution whom the Bidder authorized to verify this information over the telephone to Airport Personnel. The reference must include the following:
- A. Length of financial relationship.
 - B. How the Bidder handled its account (for example, satisfactorily).
 - C. Quality of financial relationship.
9. Attach a copy of the Bidder’s Alaska Business License.

For the purpose of items 10 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, one or more members or the manager of a limited liability company, or the “principal operator” regardless of when the entity was formed.

10. Give the name, location, and date if any concession, 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, and an explanation of the circumstances. If none, mark this box [].
11. 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 [].
12. If the entity ever declared bankruptcy, explain the circumstances surrounding the bankruptcy as well as the date of filing, court jurisdiction, amount of liabilities, amount of assets, and status of any current bankruptcy action. If none, mark this box [].

The undersigned has read this questionnaire and states, under penalty of perjury, on oath or affirmation 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 Bidder is a partnership or joint venture, all general partners or venturers of the joint venture must sign. If the Bidder 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 Bidder 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 Bidder
_____ Signature	_____ Signature
_____ Title	_____ Title
_____ Signature	_____ Signature
_____ Title	_____ Title
_____ Signature	_____ Signature
_____ Title	_____ Title

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: _____



2019 YEAR

2018 YEAR

Gross Sales Space T1900E Gate A	1,834.01	1,649.81	1,241.25	1,205.15	1,926.15	1,803.46	2,283.06	2,060.10	2,001.85	2,299.80	1,533.25	1,903.30	21,741.19
Gross Sales Space TC1101A Baggage Claim	2,099.75	921.91	1,039.45	1,375.15	2,105.60	1,432.05	1,499.46	1,283.05	1,644.05	1,700.95	1,271.10	1,426.65	17,799.17
Gross Sales Space C2203A Gate 6	424.70	345.80	403.75	342.46	441.65	741.20	1,094.05	816.80	292.70	482.85	292.00	264.25	5,942.21
Gross Sales Space TC2200C Gate 4	1,113.47	863.86	948.96	1,117.85	1,294.92	2,061.67	3,684.78	2,815.62	1,496.25	1,337.10	968.66	1,033.16	18,736.30
Gross Sales Space TC2400A Gate 2	2,463.85	1,725.16	1,865.62	1,506.80	2,500.25	2,118.01	2,855.76	2,013.75	2,365.98	2,375.33	1,631.50	2,142.77	25,564.78
Total Sales	7,935.78	5,506.54	5,499.03	5,547.41	8,268.57	8,156.39	11,417.11	8,989.32	7,800.83	8,196.03	5,696.51	6,770.13	89,783.65

2017 YEAR

[illegible]

2016 YEAR

[illegible]

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

Air Carrier	FAI CY2019 DEPLANED PAX											
	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
Korean Airlines	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

Air Carrier	FAI CY2018 ENPLANED PAX												Total YTD
	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	
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

Air Carrier	FAI CY2018 DEPLANED PAX												Total YTD
	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	
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

Air Carrier	FAI CY2017 ENPLANED PAX												Total YTD
	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	
Int'l Sig													
Condor	0	0	0	0	0	223	260	356	76	0	0	0	915
China Airlines	0	0	0	0	0	0	0	0	278	0	0	0	278
Korean Airlines	0	0	0	0	0	0	0	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	0	0	0	0	282	2,285	2,047	2,613	348	0	0	0	7,575
Japan Airlines	218	481	230	0	0	0	0	189	174	0	0	0	1,292
ANA	0	0	0	0	0	0	0	0	0	0	0	0	0
Omni Air Int'l	0	479	0	0	0	0	368	0	0	0	0	0	847
Uzbekistan Airways	0	0	0	0	0	0	0	0	0	0	0	0	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	0	0	19	0	0	0	0	0	0	0	0	0	19
Tatonduk	118	0	0	118	178	226	230	204	176	40	114	87	1,491
United	0	0	0	0	0	3,005	4,424	1,968	0	0	0	0	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	0	0	0	0	0	0	0	0	0	0	266
Hageland	657	586	726	592	167	650	663	736	662	693	545	544	7,221
Sierra Pacific	0	0	0	0	0	0	0	0	0	0	0	0	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

Air Carrier	FAI CY2017 DEPLANED PAX												
	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	0	0	0	0	0	141	207	264	29	0	0	0	641
China Airlines	0	0	0	0	0	0	0	0	302	0	0	0	302
Korean Airlines	0	0	0	0	0	0	0	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	0	0	0	0	74	2,043	2,086	2,384	901	0	0	0	7,488
Japan Airlines	0	710	2	0	0	0	0	178	177	0	0	0	1,067
ANA	0	0	0	0	0	0	0	0	0	0	0	0	0
Uzbekistan Airways	0	0	0	0	0	0	0	0	0	0	0	0	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	0	0	90	0	0	0	0	0	0	0	0	0	90
Tatonduk	101	0	0	95	136	208	180	215	182	40	96	84	1,337
United	0	0	0	0	0	3,219	4,527	2,073	0	0	0	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	0	0	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	0	0	0	0	0	0	0	0	0	0	222
Hageland	587	645	672	639	168	662	680	686	641	709	569	566	7,224
Sierra Pacific	0	0	0	0	0	0	0	0	0	0	0	0	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

Air Carrier	FAI CY2016 ENPLANED PAX												
	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Total YTD
Int'l Sig													
Condor	0	0	0	0	0	187	256	221	119	0	0	0	783
China Airlines	0	0	0	0	0	0	0	0	258	0	0	269	527
Total Int Sig	0	0	0	0	0	187	256	221	377	0	0	269	1,310
Int'l Non-Sig													
Air North	0	0	0	0	256	1,954	1,834	2,039	403	0	0	0	6,486
Japan Airlines	0	456	0	0	0	0	0	0	439	0	0	138	1,033
ANA	0	0	0	0	0	0	0	230	0	0	0	0	230
Uzbekistan Airways	0	0	0	0	0	0	0	0	212	0	0	239	451
Total Int Non-Sig	0	456	0	0	256	1,954	1,834	2,269	1,054	0	0	377	8,200
Total Int'l	0	456	0	0	256	2,141	2,090	2,490	1,431	0	0	646	9,510
Dom Sig													
Alaska	28,229	28,055	37,864	27,563	31,405	34,606	33,831	37,170	39,182	35,069	32,339	36,387	401,700
Corvus	1,791	1,974	3,084	2,176	2,116	2,286	2,493	2,163	2,307	2,125	2,378	3,010	27,903
Delta	1,920	1,910	2,127	1,946	5,682	11,346	13,804	12,517	3,591	2,107	2,008	1,855	60,813
Peninsula	0	0	0	0	0	0	0	20	0	0	0	0	20
Tatonduk	103	126	139	94	171	227	267	235	120	164	105	108	1,859
United	0	0	0	0	0	2,991	4,628	2,053	0	0	0	0	9,672
Total Dom Sig	32,043	32,065	43,214	31,779	39,374	51,456	55,023	54,158	45,200	39,465	36,830	41,360	501,967
Dom Non-Sig													
40 Mile	10	12	12	11	5	12	28	15	28	26	29	23	211
Alascom		6	28	4	8	15	5	22	6	12	9	7	122
Conoco-BP	543	577	535	389	395	482	371	429	427	393	355	398	5,294
FBO/Other	0	0	0	0	0	0	0	0	0	0	0	235	235
Hageland	638	676	708	656	600	707	761	782	771	764	620	649	8,332
Sierra Pacific	0	0	0	0	0	0	0	0	0	0	0	0	0
Warbelow's	862	1,244	1,552	716	1,100	2,267	2,229	2,506	1,871	943	880	967	17,137
Wright	1,433	1,508	1,887	1,654	1,778	2,171	2,131	2,586	2,084	1,831	1,477	2,079	22,619
Total Dom Non-Sig	3,486	4,023	4,722	3,430	3,886	5,654	5,525	6,340	5,187	3,969	3,370	4,358	53,950
Total Dom	35,529	36,088	47,936	35,209	43,260	57,110	60,548	60,498	50,387	43,434	40,200	45,718	555,917
Total	35,529	36,544	47,936	35,209	43,516	59,251	62,638	62,988	51,818	43,434	40,200	46,364	565,427

Air Carrier	FAI CY2016 DEPLANED PAX												
	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Total YTD
Int'l Sig													
Condor	0	0	0	0	0	173	177	179	45	0	0	0	574
China Airlines	0	0	0	0	0	0	0	0	257	0	269	0	526
Total Int Sig	0	0	0	0	0	173	177	179	302	0	269	0	1,100
Int'l Non-Sig													
Air North	0	0	0	0	88	2,055	2,128	2,144	1,025	0	0	0	7,440
Japan Airlines	0	455	0	0	0	0	0	0	343	0	0	356	1,154
ANA	0	0	0	0	0	0	0	230	0	0	0	0	230
Uzbekistan Airways	0	0	0	0	0	0	0	0	0	0	0	239	239
Total Int Non-Sig	0	455	0	0	88	2,055	2,128	2,374	1,368	0	0	595	9,063
Total Int'l	0	455	0	0	88	2,228	2,305	2,553	1,670	0	269	595	10,163
Dom Sig													
Alaska	30,946	29,864	38,112	27,854	35,857	36,952	35,667	37,684	33,078	32,224	31,730	33,460	403,428
Corvus	1,915	1,961	2,955	2,019	2,293	2,140	2,288	2,186	1,975	2,100	2,346	2,663	26,841
Delta	1,853	2,059	2,167	1,758	6,674	9,533	14,193	12,858	3,634	1,925	1,992	1,861	60,507
Peninsula	0	0	0	0	0	0	0	100	0	0	0	0	100
Tatonduk	90	112	132	78	135	160	252	231	188	182	102	100	1,762
United	0	0	0	0	0	2,806	4,313	2,198	0	0	0	0	9,317
Total Dom Sig	34,804	33,996	43,366	31,709	44,959	51,591	56,713	55,257	38,875	36,431	36,170	38,084	501,955
Dom Non-Sig													
40 Mile	16	20	15	14	7	22	10	18	34	24	21	26	227
Alascom	0	6	27	4	9	15	5	22	6	13	9	7	123
Conoco-BP	342	523	536	442	412	460	353	419	424	401	355	416	5,083
FBO/Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Hageland	605	608	647	652	610	662	697	749	742	739	642	628	7,981
Sierra Pacific	0	0	0	0	0	0	0	0	0	0	0	0	0
Warbelow's	784	988	1,438	771	1,130	2,235	2,306	2,449	1,776	958	836	911	16,582
Wright	1,428	1,406	1,749	1,714	1,616	2,012	1,949	2,440	2,006	1,896	1,571	1,746	21,533
Total Dom Non-Sig	3,175	3,551	4,412	3,597	3,784	5,406	5,320	6,097	4,988	4,031	3,434	3,734	51,529
Total Dom	37,979	37,547	47,778	35,306	48,743	56,997	62,033	61,354	43,863	40,462	39,604	41,818	553,484
Total	37,979	38,002	47,778	35,306	48,831	59,225	64,338	63,907	45,533	40,462	39,873	42,413	563,647