

STATE OF ALASKA
DEPARTMENT OF TRANSPORTATION AND PUBLIC FACILITIES
TED STEVENS ANCHORAGE INTERNATIONAL AIRPORT

Addendum No. 3

Issue Date: December 27, 2023

REQUEST FOR PROPOSALS CONCOURSE C AMENITIES SUITE C2536 ADA-32495

The following changes and/or additions are hereby made to subject Request For Proposal (RFP):

1. **Responses to Questions and Comments to Date:** Questions & Answers, identified as Addendum No. 3 dated December 27, 2023.

All other terms, conditions and specifications remain unchanged.

An electronic (.pdf) copy of the Request For Proposal is available at State of Alaska's website under Online Public Notices or this link <http://notice.alaska.gov/213301> It is your responsibility to periodically check the website for any addenda.

ANY QUESTIONS REGARDING ADDENDUM #1 MUST BE SUBMITTED IN WRITING TO APRIL.VELASCO@ALASKA.GOV NO LATER THAN DECEMBER 11, 2023.

Please reference the Concession Agreement number ADA-32495.

The Proposal must be provided as further detailed in the Terms of Request and Instructions for Proposers or defined therein must be delivered as described in the RFP and must be received by the Airport's Leasing Department by January 18, 2024, by 4:00 pm AKST Time, or as later extended by written amendment (Proposal Deadline).

STATE OF ALASKA
DEPARTMENT OF TRANSPORTATION AND PUBLIC FACILITIES
TED STEVENS ANCHORAGE INTERNATIONAL AIRPORT

Addendum No. 3
Issue Date: December 27, 2023

RESPONSE TO QUESTIONS AND COMMENTS TO DATE:

The following is provided by the State of Alaska, Department of Transportation & Public Facilities, Ted Stevens Anchorage International Airport in response to questions received relating to the for Concourse C Amenities Concession Agreement ADA-32494 Request For Proposals (RFP) document.

No statement provided in these questions/comments shall be deemed a modification in any way of the RFP. The only addition to, or modification of any part of the RFP must be included in an amendment.

COMMENT: I am not real clear what “Build-out Rent” is. When it would be applied?

STATE RESPONSE: Regarding the RFP ADA-32495 build-out rent, it pertains to the financial commitments made by the selected proposer in the RFP process, who, upon entering into an agreement with the Airport, subsequently becomes a Concessionaire for leasehold C2132. The build-out period spans from the execution of the agreement to the day preceding the business’s public opening. The goal of the RFP is to tentatively finalize an agreement by March 1, 2024, with the intent of having the business operational for the public by June 1, 2024, subject to negotiations, State and Municipality approvals, among other considerations.

The concept of Build-out rent is expounded upon the RFP’s “Revenues to the State” section, specifically under Section D, and it serves as the exclusive temporary revenue component for the State. It is imperative that this temporary revenue, referred to as Build-out rent, is explicitly incorporated into the Financial Term Sheet. Omission of this component may lead to the rejection of the proposal in accordance with the criteria outlined in the “Grounds for Rejections” section (Section Q) of the RFP.

Build-out rent provides the Proposer with the opportunity to propose a specific dollar amount per square foot for leasehold C2132. This designated amount is to be remitted to the airport from the date of the agreement’s execution until the commencement of business operations. Throughout this period, the Airport requires rent payments when any enhancements, modifications, or renovations are made to the space to align with that particular business’s specifications. These payments persist throughout the entire build-out period until the business opens.

STATE OF ALASKA
DEPARTMENT OF TRANSPORTATION AND PUBLIC FACILITIES
TED STEVENS ANCHORAGE INTERNATIONAL AIRPORT

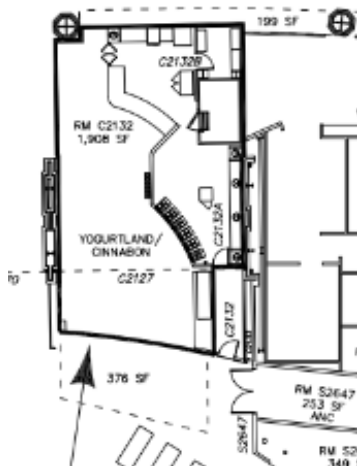
COMMENT: Tomorrow about 9:30am, Contractor needs to access.

STATE RESPONSE: Access is not allowed, the opportunity for contractors to access space was during publicly announced Pre-proposal tour on 12/7/2023. To open up C2132 to allow anyone else access without a publicly announced date and time as published in RFP, Addenda or Amendment could be considered an unfair advantage and can not be allowed.

COMMENT: Stating that sales for C2132B Calendar Year 2018 were \$522,032.00 and Calendar Year 2019 were \$885,592.00 is misleading. Cream didn't sell very much ice cream. The sales revenue include C2132A, C2132C, and C2132B. It is only fair and honest to state the true sales of C2132B. For the people that are considering the space for food, stating those sales are a gross misrepresentation.

STATE RESPONSE: Thank you for pointing out the fact that the previous tenant's leasehold was larger back in 2018 and 2019 then due to the space not having been divided up yet.

Please see the historical exhibit below that displays the previous tenant's entire leased space (Which used to be referred to as a "food court" as more than just ice cream was sold during 2018 & 2019):



As seen in the historical exhibit above the wall had not been constructed that separated space into Pre-Security and Post Security space. The previous tenant erected the wall in November of 2018, however, sales data was still reported collectively for all of C2132 years 2018 and 2019.