



Greater Rochester International Airport

Monroe County, New York

Maggie Brooks
County Executive

Angela Veltre
Acting Director of Aviation

ADDENDUM NO: 2

RFP: Food & Beverage Concession at the Greater Rochester International Airport

DATE: March 7, 2012

PROPOSERS PLEASE NOTE:

Attached please find the following:

1. Language added to the RFP.
2. Responses to Questions and Clarifications to Request for Proposals (RFP).

SIGN this Addendum below acknowledging receipt and understanding and INSERT in PROPOSAL packet.

MONROE COUNTY AIRPORT
AUTHORITY

Stephanie Lucania

The undersigned proposer acknowledges receipt and understanding of Addendum No. 2 to RFP for Food and Beverage Concession at the Greater Rochester International Airport.

_____, 2012
Date

Name of Company

Authorized Signature

Title

**ADDENDUM TO REQUEST FOR PROPOSAL
FOR FOOD AND BEVERAGE CONCESSION
AT THE GREATER ROCHESTER INTERNATIONAL AIRPORT**

This Addendum is hereby made a part of the Request for Proposal for Food and Beverage Concession at the Greater Rochester International Airport. **Be sure to acknowledge it in your Proposal which must be received by 3:00PM EST on March 20, 2012.**

THE FOLLOWING LANGUAGE SHOULD BE ADDED TO THE RFP

Should a current airport concessionaire be successful in the proposal process, the proposer with the next highest score will have right of refusal for that concessionaire's current space.

Employee parking must be set up with MAPCO Auto Parks, Ltd. Employee parking is \$20 per month for each employee.

CLARIFICATIONS

The information below provides clarification and answers questions submitted to the Airport.

1. Can you provide sales info and name of concept for previous Food & Beverage Concession at this location for 2010 & 2011?

The name of the previous tenant was Flower City Cafe'. Total gross sales for 2010 were approximately \$552,000 and for the nine months they were open in 2011 gross sales were approximately \$290,000.

2. Can the space be a deli and frozen yogurt?

Yes.

3. Gross Sales for each food and beverage location for 2011.

Gross sales as reported for Mrs. Fields/TCBY/PretzelMaker, Gusto, Famous Famiglia, Flower City Café, McDonalds, Subway, Red Osier, Dunkin Donuts, Euro Café, Blue Zone and Genesee Pub & Alehouse in 2011 was \$4,249,008.96.

4. Please provide historical sales information for the last 12 months of operation.

Gross sales as reported for the last 12 months of operation at this concession location were approximately \$420,000.

5. Please explain the rent terms.

Rent for the space will be the higher of a minimum annual guarantee or percentage of gross Sales – both of which need to be included in any proposer's submission.

6. What other food and beverage outlets are in the immediate area, say within 100 yards of this location?

Food and beverage concessions within that area are McDonalds, Subway and Red Osier. Please refer to terminal map included in RFP.

7. Are there any bid documents such as specifications, floor plans, term etc?

Please see Exhibit A of the RFP.

8. What is the length of the contract?

The initial term of the contract is 4 years and 9 months with option to renew for five years.

9. Whose Contract would be used?

The final agreement between the Authority and the selected Proposer would be an "Authority" contract and will include, without limitation, the terms contained in Appendix A of the RFP, Food and Beverage Concession Agreement.

10. Would the county agree to buy back on investment should the agreement not go to term?

No.

11. In the past 5-years how often has this been out to bid and how many different vendors have run this during the same period.

The previous tenant was assigned the lease in August of 2008. This space has not been to bid the last five years.

12. Please explain the status of the equipment ownership.

The moveable equipment is owned by the Authority. We are in the process of appraising the equipment and the successful proposer will have an opportunity to purchase it.

General & Pre-Proposal Questions/Clarifications

1. Are there any restrictions on times concessionaire can receive deliveries?

No.

2. Can the walls be removed within the space?

Yes. There are no load-bearing walls in the concession space. Successful proposer may Re-configure the space at their expense.

3. Does all equipment go to successful proposer?

No. Successful proposer may purchase this equipment from the Authority.

4. What is the rent paid for the concession space?

The rent paid is the higher of a minimum annual guarantee or percentage of gross sales – both of which need to be included in any proposer's submission.

5. Who owns the moveable trade fixtures?

The Monroe County Airport Authority owns the moveable trade fixtures.

6. Is there proper ventilation?

There is no venting. Successful proposer may install proper ventilation at their cost.

6. If successful proposer does not want moveable fixtures would the Airport remove them?

Yes.

7. The following item is attached as requested at the Informational Meeting and Tour:

1. Photo of the front of the concession space.

