



Greater Rochester International Airport

Monroe County, New York

Maggie Brooks
County Executive

Angela Veltre
Acting Director of Aviation

ADDENDUM NO: 1

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

DATE: July 11, 2012

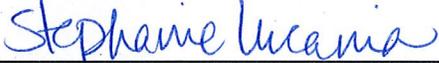
PROPOSERS PLEASE NOTE:

Attached please find the following:

1. 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. 1 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 July 20, 2012.**

CLARIFICATIONS

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

1. Does the unit have its own grease trap or is there a central unit between other restaurants?

No central grease trap. Each has their own.

2. Do separate bids need to be made if one group is submitting two different restaurant concepts?

Yes, separate proposals.

3. Are there existing vents to tap into or would new ones have to be run to the roof?

No exhaust fan venting to the outside is in place.

4. Are the meters for the gas/electric/water for the specific unit?

No individual meters.

5. Would we be responsible to find our own garbage and recycling company or is one in use for all of the concessions?

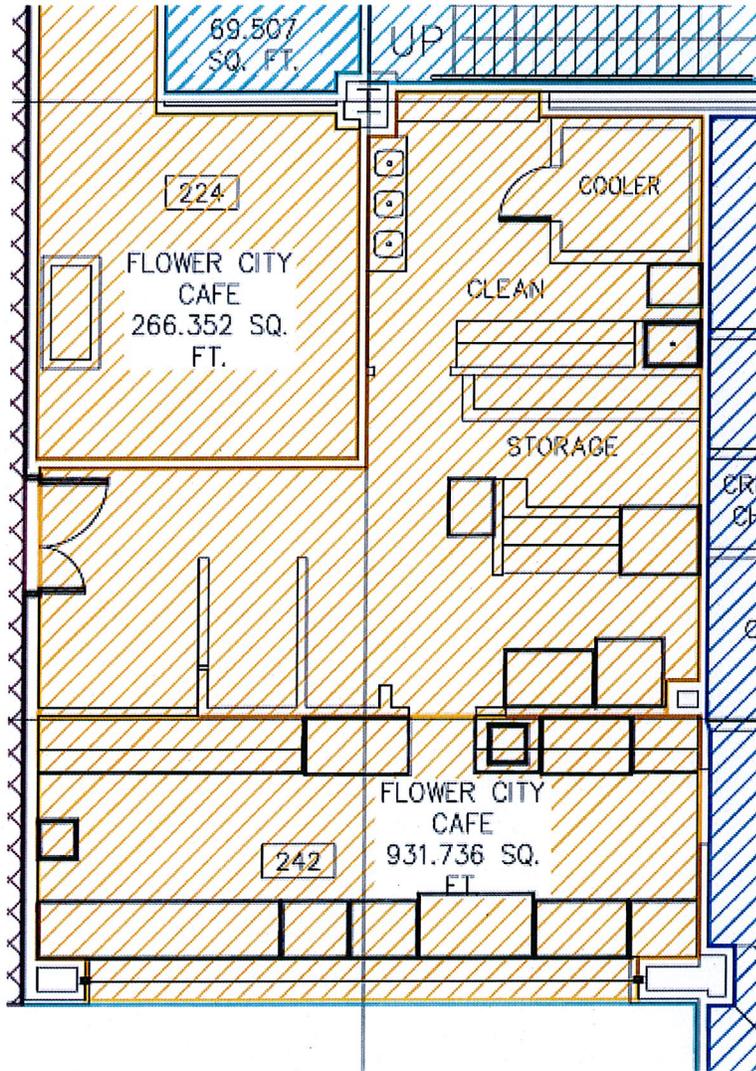
The Concessionaire shall provide a complete and proper arrangement for the sanitary handling and disposal of garbage and other refuse caused as a result of the operation of the Premises.

6. Which walls are structural and cannot be removed?

None of the interior walls are structural. Attention needs to be taken to Electrical Panels in interior walls.

7. What is the location of the pillars within the space?

One as shown by sinks on back wall below:



8. Is there a list of discounts other vendors give employees?

Current vendors offer the following discounts:

- Some offer 10% off the total
- Some offer 15% off the total
- One offers 50% off sandwiches
- One offers \$5 employee specials

9. Who appraised restaurant equipment?

Appraisal was performed by MYC & Associates by Mr. John Delong.

10. How far forward can the unit come out for product display and customer traffic?

The leased area is as shown in the attachment to the RFP. The area in front of the leased space is common area for customer traffic.

11. How many existing airport employees are badged and working in the 3 shifts? Morning, afternoon till night, overnight?

There are over 1500 employees badged to work in this building.

12. What is the difference in traffic between the terminals A and B as far as morning, afternoon, and total?

Through May 2012:

Enplanements or Passenger Boardings total 485,966. This amount is almost split 50/50;

West Concourse AirTran, Jet Blue, and USAirways with 48% of the traffic - 232,823

East Concourse American Eagle, AirCanada, Delta and United with 52% of the traffic. - 253,143

Departing Flights:

- 5:30 am - 10:00 am - 21 Majority of these flights (15) depart by 7:00 am.
- 10:00 am - 2:00 pm - 20
- 2:00 pm - 6:00 pm - 16
- 6:00 pm - 8:00 pm - 12

Total 69 Departing Flight on average per day. (less on Weekends)

- First Flight Out - 5:30 am
- Last Flight Out - 7:52 pm
- Last Arrival - 12:17 am

13. How do you determine the utility charges? Is it per square foot or is it included as part of the MAG?

Concessionaire shall pay to Authority in full satisfaction of its obligation for all such utilities an amount equal to two percent (2%) of its concession fees for the preceding Concession Year.

14. In regards to ACDBE, do they account for 10% of the MAG?

No.

General & Pre-Proposal Questions/Clarifications

1. What are the dimensions of the leased area?

Approximately 30 feet by 47 feet.

2. Will the Authority Permit soft seating outside the leased space and in front of the concession area?

The Authority would certainly entertain any requests for this. Photos and dimensions of the seating would need to be submitted for approval.

3. Would the Authority consider an offer to purchase all the equipment for one price even if it is not the total of the appraisal?

Yes, the Authority would be willing to negotiate the price of the equipment.

4. The following items are attached as requested at the Informational Meeting and Tour:

1. Sign-in Sheet
2. List of Equipment and Appraisal (Fair Market Value – Installed)



Greater Rochester International Airport

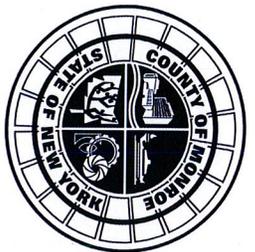
Monroe County, New York

Maggie Brooks
County Executive

Michael A. Giardino
Director of Aviation

SIGN IN SHEETS ATTENDEES - RFP INFORMATIONAL MEETING and TOUR Food & Beverage Concession 7/09/2012

Name & Title	Company	E-mail Address	Telephone #
George Kennedy Manson, Licensing Dept	Green Beans Coffee Company	George.Kennedy@ GreenBeansCoffee.com	415 419 6056
Ken Greene owner Max Greene	Briggett's Bread Dove	Ken@KGreen@mail.com Maxwell.Greene@Colorado.edu	585-747-6000 585-749-0027
Luis Jimeno	Paula Dove's Inc.	luisjimeno@ovd.com	585-202-7012
Rick Goldstein MAPS print	MAPS Print	rgoldstein@ mapsprint.com	585-882-4932
Joy Benson	IDM	jbenson@subwayny.com	585 445 8415
Patrick Giuliano	Pat's Coffee Shop	patrickgiuliano@datmail.com	585-737-8517



Greater Rochester International Airport

Monroe County, New York

Maggie Brooks
County Executive

Michael A. Giardino
Director of Aviation

SIGN IN SHEETS

ATTENDEES - RFP INFORMATIONAL MEETING and TOUR
Food & Beverage Concession 7/09/2012

Name & Title	Company	E-mail Address	Telephone #
JOE FRANCHI PRES SUBWAY DESI.	SUBWAY	JFRANCHI@Subway.com	585-734-7266

In re: Taplo Enterprises
Rochester Int'l Airport
Schedule "A"
MYC File No.: 04.12.061

INDEX	QTY.	DESCRIPTION	FMV
1	1	Three Compartment Mini Steam Table	\$ 150.00
2	1	True TUC 27 Under Counter Single Door Refrigerator	\$ 600.00
3	1	SS Prep Sink	\$ 150.00
4	3	Bunn O Matic Coffee Brewers	\$ 1,200.00
5	1	Convection Oven	\$ 750.00
6	1	True GDM-47 Beverage Cooler	\$ 600.00
7	1	SS Hand Sink	\$ 125.00
8	1	Conveyor Toaster	\$ 150.00
9	10	Metro Racks	\$ 750.00
10	3	Aluminum Racks	\$ 90.00
11	1	Bunn O Matic Coffee Grinder	\$ 200.00
12	1	APW Food Warmer	\$ 50.00
13	4	Panasonic Microwave	\$ 300.00
14	1	Cabinet with Draws	\$ 75.00
15	3	Espresso Coffee Grinders	\$ 270.00
16	1	12' x 20' Food Warmer	\$ 50.00
17	1	Three Compartment SS Sink	\$ 350.00
18	2	72" Sandwich Prep Table	\$ 2,800.00
19	2	Refrigerated Pastry Cases	\$ 3,000.00
20	2	Safes	\$ 500.00
21	1	SS Table	\$ 300.00
22	1	Manitowac Undercounter Ice Machine	\$ 750.00
23	1	Leer Walk In Cooler	\$ 1,500.00
24	1	Arctic Air 22 Cubic Foot Refrigerator	\$ 450.00
25	1	Arctic Air 22 Cubic Foot Freezer	\$ 450.00
26	1	True T49 Refrigerator	\$ 1,200.00
27	1	True TUC-72 Refrigerator	\$ 1,200.00
28	LOT	Misc. Bowls, Pans & Utensils	\$ 400.00
		TOTAL	\$ 18,410.00