



**RFP No. 13-34-43101
Specialty Food and Beverage Concession**

**Addendum No. 1
July 12, 2013
Questions and Answers**

The following **CHANGES** are made:

1.01 RECEIPT AND OPENING OF PROPOSALS

JAA will receive Proposals for this solicitation until August 23, 2013 at 2:00 PM (local time) for the purpose of selecting a company to provide a Specialty Food and Beverage Concession at JAX (the "Scope of Services"). The Proposals will be publicly opened at JAA Administration Building, 14201 Pecan Park Road, Jacksonville, Florida at the previously mentioned time and date.

1.09 MANDATORY RESPONDENT CRITERIA

- B. Respondent shall acknowledge and submit acceptance to the non-exclusive right and privilege to provide a Specialty Food and Beverage Concession which shall be open a minimum of twelve (12) consecutive hours per day, seven (7) days a week, three hundred and sixty five (365) days per year. The Specialty Food and Beverage Concession shall accommodate the food and beverage needs of the general public, any and all airline passengers and users of JAX and must, at a minimum, provide service either one (1) hour before the first scheduled departure or one (1) hour after the last scheduled arrival at JAX commencing upon the Contract Commencement Date as outlined in the Lease and Concession Agreement for Specialty Food and Beverage, Exhibit B.

ALL OTHER REQUIREMENT IN ARTICLE 1.09 REMAIN AS-IS.

3.01 GENERAL OVERVIEW

JAA is soliciting competitive proposals for the award of one (1) Specialty Food and Beverage Concession at JAX to expand the variety of offerings available to passengers post-security. The successful Respondent must be a financially sound, qualified and competent firm that can proficiently and professionally manage and operate a Specialty Food and Beverage Concession twelve (12) hours per day, seven (7) days a week, 365 days a year.

Pursuant to the evaluation and respondent criteria outline in Article 1.10 herein, special consideration will be given to a Specialty Food and Beverage Concession concept that either 1) provides a selection of items and services not currently available within the terminal; 2) provides menu items that expand or complement the existing offerings within the terminal; or 3) a concept that incorporates local offerings or themes. The proposed concepts may include the sale of alcohol and specialty retail items.

The Gross Concession Revenue 2010-2012 and current Food and Beverage Concessions located at JAX are attached for reference, **Exhibit H**.

The management and operations of the Specialty Food and Beverage Concession will be performed pursuant to the term and conditions set forth herein, more specifically the successful Respondent shall have the choice of:

1. Seven (7) year term, with one (1) Option to Extend for an additional three (3) years; Provided (i) the Agreement is still in full force and effect and the Concessionaire is then not in default under the terms of the Agreement, (ii) proper notice (90 days) is given prior to expiration and (iii) approval of JAA, which may not be unreasonably withheld, is given. The terms and conditions for the Option Period shall remain as defined in the Agreement unless otherwise agreed to by both parties.
2. Ten (10) year term, no options.

The Lease and Concession Agreement for Specialty Food and Beverage Concession, Exhibit B, will be updated to reflect the select successful Respondent's term.

3.04 OPERATIONS AREA

The airport premises assigned to the successful Respondent for the purpose of operating the Food and Beverage Concession shall consist of a Concession Space on Concourse C at JAX. The area is more particularly described in the JAX 2nd Floor Courtyard Proposed Restaurant, **Exhibit G**.

Option No. 1: Approximately 1,102 sq. ft. consisting of the existing retail area, plus the extended terrace area, as identified in **BLUE**.

Option No. 2: Approximately 1,266 sq. ft. consisting of Options No. 1 as identified in BLUE, plus a portion of the adjacent restrooms (existing handicap stall area), as identified in **YELLOW**. Successful Respondent utilizing **Option No. 2** will be responsible for constructing the demising wall between the existing premises and the restroom, providing a new handicap accessible stall in each reconfigured restroom and for providing fixtures and finishes to match existing.

Option No. 3: Approximately 1,770 sq. ft. consisting of Option No. 1 as identified in BLUE and Option No. 2 as identified in YELLOW, plus the entire adjacent restroom area, as defined in **GREEN**.

Respondent may elect not to include the extended terrace area (239 square feet, as shown cross-hatched in blue on Exhibit G) under any of the options provided.

NOTE: The proposed premises above have no existing mechanical, electrical or plumbing services (MEP) in place specific to a food and beverage operation, to include but not limited to, grease traps, ventilation hood and refrigeration. Respondents may, upon prior review and written approval by JAA, install those MEP items necessary to operate their proposed concept. All costs, permitting and other regulatory requirements, associated with bringing the necessary services to the premises shall be the responsibility of the successful Respondent.

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Questions and Answers

- Q1. Can JAA provide CAD files for concession space detailed in RFP No. 13-34-43101?
- R1. **Yes. Respondents may obtain the CAD files by submitting an email request to: marilyn.fryar@flyjacksonville.com**
- Q2. Can JAA provide a PDF file on the partial as-built as discussed at the Pre-Proposal Meeting?
- R2. **Yes. A copy is attached.**

IMPORTANT REMINDER

1.06 ADDENDA – CHANGES WHILE PROPOSING

No interpretation of the meaning of any part of the RFP or other Contract Documents, or corrections of any apparent ambiguity, inconsistency or error therein, will be made to any Respondent orally. All requests for written interpretations or corrections **MUST** be in writing addressed to JAA's Procurement Department, 14201 Pecan Park Road, Jacksonville, FL 32218 **or** Fax: (904) 741-2350. **Please note that despite the previously mentioned change in the Proposal Due Date, the date and time prior to which questions must be received has not changed.**

ALL REQUESTS MUST BE RECEIVED BY 5:00 PM (LOCAL TIME) JULY 17, 2013 TO BE GIVEN ANY CONSIDERATION. All such interpretations and supplemental instructions will be in the form of a written Addendum to these solicitation documents, which, if issued, will be posted on the JAA website, www.flyjacksonville.com. However, it is the responsibility of each Respondent, before submitting its Proposal, to contact JAA's Procurement Department at (904) 741-2352 to find out if any Addenda were issued and to make such Addenda a part of its Proposal. In case any Respondent fails to acknowledge receipt of any such Addenda in the space provided on the Proposal Form, its Proposal will nevertheless be construed as though an Addenda have been received and acknowledged. Only the interpretation or correction so given by JAA's Procurement Department in writing will be binding and prospective Respondents are advised that no other source is authorized to give information concerning or to explain or interpret these solicitation Documents.

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