



**Request for Approval
of the Pre-Solicitation Terms
for a Food, Fueling and Convenience Plaza
at Washington Dulles International Airport**

September 2012



Request for Action

- The Business Administration Committee is requested to approve the issuance of a solicitation for a food, fueling and convenience plaza on Rudder Road at Washington Dulles International Airport.
- The existing fueling station, operated by Exxon Mobil, is exceeding its capacity and additional services are desired to meet the rising demand for food and fuel.
- The fee structure of the solicitation will be a ground lease and a minimum annual guarantee for the fueling, food and convenience services.



Proposed Location for Plaza





Purpose

- Provide an additional fueling service option for airport users as well as new food and convenience services.
- Provide an additional non-aeronautical revenue.
- Engage the real estate development community on business opportunities with the Airports Authority.



ACDBE Requirements

- The Airport Concessions Disadvantaged Business Enterprise (ACDBE) goal for this solicitation is 15% of gross sales.
- It will be an ongoing obligation of the successful proponent to pursue and achieve this goal.



Proposed Evaluation Criterion

The proposals will be evaluated on these four criterion:

1. Financial Offer (MAG)
2. Development & Implementation Plan
3. Property Management and Operation
4. Background, Experience and Financial Capability



Anticipated Schedule

<u>Task</u>	<u>Prospective Date(s)</u>
Pre-Solicitation Approval	September 2012
RFP Issued	September 2012
Proposal Due Date	November 2012
Recommendation to Business	December 2012
Administration Committee	January 2013
Board Approval	



Action Requested

Approval to issue an RFP to solicit proposals for a new food, fueling and convenience plaza at Washington Dulles International Airport.