



# METROPOLITAN WASHINGTON AIRPORTS AUTHORITY

## RFP-19-12134 Passenger Lounge Concession, Dulles Airport October 3, 2019

### Questions and Answers

**Notice: Questions may have been edited for clarity and relevance.**

- 1. Question:** RFP Document Section 4.F: Please confirm that the 12 month construction period begins upon execution of the lease agreement.

**Answer:** Yes.
- 2. Question:** Please provide information about Meet & Assist services at airport. May offerors include this service in their proposal?

**Answer:** Yes, there are similar services (Concierge/Escort Services) that operate at the Airport under a permit. If such service is provided by the successful offeror, it must be limited to customers utilizing the passenger lounge concession.
- 3. Question:** Could you please confirm the possibilities to sell advertisement areas within the lounge and will any advertising revenues be subject to the concession fee?

**Answer:** The successful offeror is permitted to sell advertising within the confines of the leasehold. Any revenues realized as a result of the operation or use of the leasehold will be subject to the Percentage Fee.
- 4. Question:** Will the Airports Authority provide the forecasted passenger figures/traffic through the term of the concession?

**Answer:** No, the Airports Authority does not provide forecasted data regarding passenger figures and traffic information.
- 5. Question:** In addition of the current lounges and the future common use lounge, is the Airports Authority planning the opening of new lounges (airlines, sponsor or common use lounge) during the term of the concession?

**Answer:** At this time, the Airports Authority is not aware of any future development of lounges during the term of this concession.
- 6. Question:** In Lease Section 2.3 would the Airports Authority provide examples of "Airports Authority Delay"?

**Answer:** For example, these delays might include, but not be limited to, events such as code and permit delays attributable to Airports Authority processes (not a late application) and the Airports Authority failing to provide access to the site.
- 7. Question:** In Lease Section 20.1.2, would the Airports Authority clarify what "any other amount necessary to compensate Airports Authority" means?

**Answer:** The intent of this section is to require the contractor to fully pay the cost of a default. Subsection (A) (4) requires payment of the amounts necessary to compensate the Airports Authority for detriments that it suffers after a default. Those expenses might include, but not be limited to, matters such as the cost of attorney fees to address the default, the Airports Authority's expenses to re-solicit and lease the space, the difference between the contractor's rent and the new tenant's rent (if the Airports Authority cannot obtain an equivalent rent), etc.

8. **Question:** Is the Airports Authority able to provide plans for the Premises and for the spaces above and below the Premises?

**Answer:** See the drawings attached to the Questions and Answers.

9. **Question:** When the premises were a restaurant and food court, did the space have natural gas service, and if so, is the size pipe known?

**Answer:** Yes there was natural gas service, but the pipe size is not currently known and will be determined post-award during field verification by the successful offeror.

10. **Question:** Will the Airports Authority perform any further demolition work in the leasehold prior to turnover to the successful offeror?

**Answer:** No.

11. **Question:** Will the Airports Authority be restoring all glazing that appears to be missing along the exterior perimeter of the leasehold?

**Answer:** No, the Premises will be leased in an "as-is" condition.

12. **Question:** Is the Airports Authority able to provide additional information about the 'Pour Rights Provision' and, can a list of products that must be served under this provision be provided?

**Answer:** The Airports Authority is working with its Concessions Fee Manager to procure a beverage partner for Reagan National Airport and Washington Dulles Airport. This selection process is ongoing and once a decision is made, all stakeholders will be notified of the selected beverage partner. Potential products that may be subject to the "Pouring Rights Provision" include: waters, teas, bottled coffee, sports drinks, juices, and carbonated soft drinks (bottled and dispensed).

13. **Question:** Could the Airports Authority provide IAD connecting vs. originating/departing (O/D) traffic split? By airline or by concourse?

**Answer:** For calendar year 2018, IAD had 24.1 million total passengers of whom 15.6 million were O&D and 8.5 million connecting passengers.

14. **Question:** In Lease Section 20.1.2, would the Airports Authority explain the meaning of "(2) the worth at the time of award of the amount by which the unpaid Rentals which would have been earned after termination until the time of award exceeds the amount of such Rentals loss that Contractor affirmatively proves could have been reasonably avoided."

**Answer:** Subsection (A) (2) is intended to require the payment of rentals due after a termination until a subsequent re-letting of the space, less the Airports Authority's losses that the Contractor can prove could have been reasonably avoided.

15. **Question:** In the bottom right corner of the floor plan in Appendix A, please confirm whether the view is looking into another part of the terminal or something else (where the windows were boarded up)?
- Answer:** This is an indoor window that is open to below overlooking the terminal walkway to the Concourse B walk-back tunnel and east Aero Train station platform escalator
16. **Question:** Does the maximum of 25 pages for the proposal (technical & financial) exclude: the cover letter; table of contents, section dividers, renderings and Attachments?
- Answer:** The 25 page limit applies only to Binder 1 “Technical Proposal” and excludes exhibits. See Amendment 02.
17. **Question:** On page 20 of the RFP, one (1) USB is requested for each proposal. Is one (1) USB required per binder set? If yes, please confirm that eight (8) USBs are requested?
- Answer:** Offerors are only required to submit one (1) USB drive.
18. **Question:** Excluding the LDBE and M/WDBE entities, is the offeror required to have any specific NAICS code(s) to be considered an eligible offeror?
- Answer:** No, the NAICS codes apply to LDBE and m/WDBEs.
19. **Question:** Can entity financial reports (2 years) be included in a bound format and printed double-sided, but separate from the binder set? If yes, are eight (8) copies needed or is one copy compliant?
- Answer:** The Offeror’s audited financial statements are included in Binder 2, but may be submitted separate from the actual binder. Offerors need to submit only one (1) copy of Binder 2. See Amendment 02.

NOTE: This is the first set of Answers to Questions. The Airports Authority will be issuing additional answers in the coming days.