



Rhode Island

Airport Corporation

October 25, 2022

ADDENDUM NO. 003

Request for Proposals No. 32311R

Food and Beverage Concession Program

Prospective proposers and all concerned are hereby notified of the following changes in the Request for Proposals (RFP) document related to RFP No 32311R. These changes shall be incorporated in and shall become an integral part of the contract documents.

1. Inconsistent Storage Space: RFP Pg 5, Table 3, lists 3 locations available for storage space totally 2,889 SF, however the Assigned Premise Lease Drawings (Exhibit A) indicates the former Starbucks unit (2282 SF) is also a Concession Storage Area. Further, Exhibit 2 (Starts on Page 41 of RFP) Office/Storage Space Lease Line Drawings also includes the 3 locations identified on Page 5 of RFP, Table 3 but also provides an additional drawing for a 224 SF office/storage space located on Level 2 behind the Jet Blue Ticket Counter. Are these 2 other locations included (2282 SF and 224 SF) either required or available as office/support space for build out?

The Storage Space locations listed within RFP 32311R take precedent over the locations shown in the Assigned Premises Lease Drawings that were attached as Exhibit A. By way of explanation, RFP 32311R was specific to Food & Beverage areas, although the Assigned Premises Lease Line Drawings attached as Exhibit A were also used for a Retail concessions RFP. Both the 2,282 square foot, as well as the 224 square foot areas in question are utilized by Retail concessionaires.

2. Page 4, Number 5 requests “if feasible, development of a new Food & Beverage concept located on the far ends of each concourse should be considered.” Please indicate what space is allocated for this consideration and any conditions related to the concept category, square feet, available or restricted utilities, buildout timeline and costs associated with these potential units.

Proposer(s) may include a kiosk operation at the far end of the North Concourse, as well as a similar kiosk operation at the far end of the South Concourse, of up to 36 square feet, in their Proposal(s). Electricity and WIFI available. Buildout of these optional kiosk units may be completed at any time.

3. Please confirm that the North Beach Market/ Dunkin Donuts is to remain excluded from the future concessions program.

Optional. If feasible, development of new Food & Beverage concept locations at the

far ends of each concourse should be considered. North Beach Market/Dunkin Donuts was a quick serve kiosk operation, at 22 square feet, located at Gates 17 and 19 where electrical infrastructure remains. Proposer(s) may include a kiosk operation at the far end of the North Concourse, as well as a similar kiosk operation at the far end of the South Concourse, of up to 36 square feet, in their Proposal(s), see response to Question 2.

4. Please define the following fees, if any:

- CAM **None.**
- Gas **As directly billed to Concessionaire by Utility, or as billed to Concessionaire as metered by RIAC.**
- Electric **As directly billed to Concessionaire by Utility, or as billed to Concessionaire as metered by RIAC.**
- Storage Rent / SF **Billed at Signatory Airline Rate, currently \$98.38 per square foot per year.**
- Taxes / SF **Concessionaire will be liable to the City of Warwick for taxes on equipment and inventory.**
- Marketing Fee to City **Concessionaire shall deposit into the marketing fund to administer throughout the Lease Year, one half of one percent (0.5%) of Gross Revenues from the prior Lease Year. At least three (3) months prior to the expiration of the Lease Year, Concessionaire shall present RIAC with a plan for the marketing funds for the next Lease Year for RIAC's approval. RIAC reserves the right to audit and fully review the expenditure of marketing funds in its sole discretion.**
- Digital Maintenance (if activated) **N/A**
- Grand Opening Marketing Fee **N/A**
- Barricade Graphics, if needed **At the sole cost of Concessionaire.**
- Employee Discount **Concessionaire may charge prices that are equal to no more than "street pricing" plus 10%. Employee discounts shall equal Concessionaires mark-up above street pricing for any person employed on-Airport, either by RIAC or by an Airport badged tenant. Revenues from employee-discount sales shall be considered part of Gross Revenues and accordingly, shall be subject to percentage rents.**
- Delivery and Distribution fees **N/A**

5. Please clarify that there is no base MAG in years 1 and 2, and Years 3 and beyond will be the greater of EITHER Percentage Rent or 85% of the previous year's rent paid toward the airport (I.E. no minimum MAG except based on previous year's percentage rent).

Correct. For purposes of the determination of concession rent payable by Concessionaire at any time during the term, for Years 1 and 2 of the Agreement, the successful Proposer(s) shall pay monthly to RIAC; 1) Rent based on the Percentage Fees, plus; 2) Additional rent for office/storage spaces. Beginning in Year 3 of the term of the Agreement, the successful Proposer(s) shall pay monthly to RIAC the GREATER of; 1) A monthly pro-rated Minimum Annual Guarantee (MAG) or; 2) Percentage Fees of the Concessionaire's monthly gross revenue (as offered by Proposer(s) on Attachment 2), plus; 3) Additional rent for any office/storage spaces. The Year 3 MAG will be equal to 85% of the total Year 2 Percentage Fee Rent payments to RIAC.

6. Please describe any modification that RIAC will perform or provide in order to transform the Federal Tavern space to post security and the Brighton retail store to a food and beverage unit. Please include any modifications regarding access to utilities, ADA compliance, etc. that should be expected prior to turnover and/or construction commencement.

None. RIAC shall provide no modifications to either former Federal Tavern or former Brighton locations; all modifications will be responsibility of Proposer. The former Federal Tavern is currently configured as a Pre-Security Screening Checkpoint Food & Beverage location. RIAC is requiring Proposer(s) provide detailed concepts to convert access to this location to a Post-Security Screening Checkpoint Food & Beverage operation, with expanded bar seating. Brighton is currently located Post-Security Screening Checkpoint as a retail concept within the Food Court premises. RIAC is requiring Proposer(s) provide detailed concepts that include demolition of the existing demising walls and conversion of this location to a Food & Beverage location.

7. Please provide all historical sales for retail units from calendar 2019 to present.

Retail Concessions Gross Sales

FY 2019: \$7,045,485

FY 2020: \$4,620,400

FY 2021: \$2,819,262

FY 2022: \$5,775,608

###END OF ADDENDUM###