

Airport Retail RFP Addendum

1) Are the current retail units going away or staying functional? If closing, when will they close?

A) Currently, there is a pre-security and post-security gift shop, and they will both close upon the opening of the New Terminal.

2) Recognizing that things can change, can the airport provide estimated yearly enplanements for the new terminal starting in 2027 and through the 2030 (assuming new terminal is closing in 2030)? What is the airport's estimated enplanement growth by year?

A) FY2024 enplanements were 1,586,557 with total passengers of 3,176,952. The Airport utilizes a 3% enplanement growth for planning purposes.

3) Is the food operator ACDBE certified, and do they meet the airport's goal on their own?

A) Currently, the Food & Beverage operator is ACDBE certified and meets the Airport's goal

4) What is the rent percentage paid by the current operator?

- A) Currently the percentage is split
- i. 20% on sales from merchandise in Category I (books, magazines, newspapers, sundries, candy, snacks, beverages & specialty retail items)
 - ii. 22% on sales from merchandise in Category II (gifts, souvenirs & apparel)

5) Will the new food and beverage locations be permitted to sell grab and go and other retail items?

- A) This is dependent upon the location.
- i. The coffee shop will have some grab and go food items, typical to this type of establishment.
 - ii. Iowa Eats may offer chips and bottled drinks to be purchased with meals
 - iii. Amelia's may offer chips and bottled drinks to be purchased with meals
 - iv. The Airport and Aero Service Group are currently researching a redesign of Portermill which would include a coffee bar, bar, cafe along with grab and go food items

6) Just to confirm, will the proposed location be the only retail location in the new airport terminal? Are additional retail locations planned for the future?

A) The proposed location outlined in the RFP will be the only retail space available in the new terminal at the time of its opening. However, additional retail opportunities are planned as part of future phases of the terminal's development, and these will be introduced as the facility continues to expand.

7) If additional retail locations are planned or the need arises, will the successful proposer be granted right of first refusal?

A) If additional retail opportunities become available during the term of this agreement, and the current concessionaire is in good standing, the Airport would give strong consideration to incorporating the new space into the existing agreement. The Airport values continuity and proven performance and would look first to its established concessionaire when evaluating how best to activate new retail space. This approach helps ensure both consistency for passengers and stability for our business partners, while allowing the Airport the flexibility to meet the evolving needs of the terminal.

8) It was noted in the RFP that the existing A and C concourses will still be in use 2026 - 2030. Can you provide more insight into the transition from the existing terminal to the new terminal? Specifically, can you share what percentage of enplanements will be diverted to the new terminal by year from 2026- 2030?

A) The new terminal will open in early 2027 with 5 active aircraft gates, and the legacy concourses will have 13. We will add 2 additional gates on the new terminal in later 2027, and 4 additional gates in 2028 for the total of 11 active aircraft gates. Throughout this time, we will begin to retire gates in the legacy A & C concourses as demand allows.

9) Can you share the enplanement split across the 2 concourses A and C?

A) We do not currently track passengers by concourse.

10) Can you please provide a terminal map that indicates all current food and beverage and retail locations as well as a map of the new terminal that indicates placement of all F&B and retail concessions?

A) This information can be found within the Pre-Bid Meeting slide deck, see attached.

11) This retail location will not receive optimal enplanement exposure until 2030 due to usage of the existing terminal 2026- 2030. To improve financial viability, would the authority consider setting/extending the term to 10 years vs 8 years?

A) The Airport understands the concern regarding enplanement exposure during the 2026–2030 period, as well as the importance of financial viability for your operation. The number of gates will increase each year with 11 total by 2028. The Airport’s preference is to maintain an eight-year agreement with the option for a two-year extension. A full ten-year initial term is a significant commitment, and the shorter base term helps ensure that performance standards are consistently met and that flexibility remains available should unforeseen challenges arise.

That said, the Airport values long-term partnerships with its concessionaires. If your business remains in good standing throughout the term, the two-year extension will be granted without contest. We believe this approach provides both stability for your planning and accountability to maintain strong performance.

12) Will a proforma template be provided for submission, or should Proposer create their own?

- A) A template will not be issued. The Concessionaire is responsible for preparing their submission in a format they deem appropriate, ensuring that all information required by the RFP is clearly presented.

13) If ACDBE is proposed, is a Draft Joint Venture Operating Agreement required for submission?

- A) The final selection is not impacted by ACDBE; there is not a goal associated.

14) If ACDBE is proposed, does the selected ACDBE firm need to be certified with all appropriate NAICS codes at the time of proposal submission or is by lease signature sufficient?

- A) The final selection is not impacted by ACDBE; there is not a goal associated.

15) It states in the RFP, and you stated in the meeting yesterday, that the storage space for the 1,815 Sq. Ft. retail unit has 298 Sq. Ft. of storage. That, this is the only space unless you carve it out of the retail space. It was then discussed during the tour that the room we walked through going into the space would be additional storage, plus, there would be storage downstairs by the loading docks. Could we please get confirmation/clarity on what to consider as the amount of storage space to use for bid purposes?

- A) After taking the groups comments into consideration, the ORAT Team reviewed the design plans and has located space in the lower level of the New Terminal (see attached Exhibit A-1 & A-2 which reflects an additional storage area)

There will be rent charged for the storage space per the Rates and Charges set by the Airport. It's estimated the space will be a minimum of 750 sq ft with rent estimated at \$30/sq ft yearly.

16) What will be the size of the storage space below at the loading dock?

- A) The storage space located at the loading dock is currently under review and remains under development. Specific details regarding the size and capacity of this area have not yet been determined. Additionally, it is anticipated that this space will not be preferentially allocated to tenants.

17) Is the sale of basic *drip coffee* permitted within the Convenience Retail concept, assuming the service would be limited to self-serve or counter-service only and all equipment complies with airport utilities and operational standards?

- A) The sale of basic drip coffee would not be permitted under the current Convenience Retail concept. The existing agreement authorizes the sale of retail items as well as packaged grab-and-go food and beverages; however, brewed drip coffee does not fall within the scope of products eligible for sale under this contract.

18) Are CAD or base building drawings available for the 1,815 sq. ft. Convenience Retail space, including walls, MEP stub-outs, and ceiling heights? If so, could you please share access details or provide a contact for obtaining the latest version?

A) Attached is a release form that will need to be completed in order for CAD files to be shared. Please note that one form from each Proposers requesting files should be completed and returned to afredricks@flydsm.com

19) Is there a BOH ratio size limit?

A) There is not a Back of House size limit. The space provided can be finished according to the space determination of the concessionaire.

20) There is a 2025 SUDAS Design Manual, would this edition apply to the project under the Private Construction Contract?

A) Yes, the updated 2025 SUDAS Design Manual would apply

21) Are we permitted to sell grab-and-go items in the TE store?

A) Yes, grab-and-go items will be allowed

22) You're projecting a 3% growth rate starting in 2027 – what is the projected growth rate between now and 2027, and is this 3% expected to continue through the full 8-year term?

A) The Des Moines Airport Authority is utilizing a 3% growth rate for budgeting purposes

23) Can you provide year to date (YTD) enplanement figures

A) Exhibit B is attached. In addition, Airline stats are reported monthly to the Board of Directors and are also posted to our website at <https://www.flydsm.com/airport-business/news>

24) Can we sell other gourmet foods other than jam/jelly?

A) Yes. The airport would like to see preference given to local vendors when possible

25) The RFP states that the proposal must be tabbed, ordered, and submitted in a specific format; however only the Executive Summary tab includes details, and the numbering skips Tab V. Please provide guidance on the content required under each tab.

A) **There should be a total of seven (7) tabs, one for each of the following:**

- I. Executive Summary
- II. Concept
- III. Design and Construction Budget
- IV. Pro Forma Operating Statements
- V. Concession Fee Proposal Proposed
- VI. Management Staff

VII. References IX. Required Documents

26) Do you have a Design Criteria Manual that you can share?

A) No, the Airport does not have a Design Manual

27) Will you be sharing progress photos, renderings, or an elevation of the surrounding area in the new terminal?

A) Renderings shared during the pre-mid meeting are attached to this addendum, they can be found within the slide presentation

28) Will a physical material board be required when the concessionaire is awarded or for interview (if needed)?

A) This is not a requirement, but if the concessionaire feels this would allow for a better representation of their proposal it may be included.

29) Is there a specific size requirement for the design documents – Renderings, Floor Plans, Design Narrative, Inspiration/Material Board, Key Map?

A) There are not size requirements other than all proposal information needs to be provided on a USB.

30) Is a proposed construction schedule required? If so, is there an airport submittal process we should use for milestone coordination?

A) Yes, the airport requests that milestone coordination schedules be included in the RFP. This allows the airport to review the proposed timelines and determine whether they are feasible. This information should be included in **Tab III: Design and Construction Budget**.

31) What are the historical F&B Sales for DSM in order to create a zone analysis? Is it possible to provide by store?

A) This information can be found on an attached Exhibit C.

32) What is the split of enplanements between the two head houses until 100% of enplanements flow through the new headhouse? Is it possible to provide a timeline charting that flow?

A) There will not be a split. When the new terminal opens, 100% of passengers will flow through the new terminal, the existing terminal will not be utilized.

33) Can we get a revised square footage estimate that shows how far the lease lines extend outside of the physical 1,815 Sq. Ft?

A) Please refer to question #18.

34) Will a form be provided for the Concession Fee Proposal tab, or can the authority provide more information on what is needed?

A) The Authority will not provide a form. The Concessionaire should determine the format and content that appropriately conveys their proposed fees.

35) Is a scaled PDF or CAD file of the LOD available? Are elevations or ceiling heights available?

A) Please refer to question #18

36) Will the Authority release a Tenant Design Criteria Manual?

A) Please refer to question #27.

37) Is a Waiver of Artists Rights required when submitting the proposal, or after the RFP has been awarded?

A) This is part of the Concession Agreement, therefore is not needed until after the award has been made.

38) The 'Evaluation Criteria and Criteria Weighting, do not fully align with the requirements listed in Section #7: Completing and Signing Proposals. Could the Authority please clarify whether the Proposer should follow the requirements in Section #7 and incorporate elements from the Evaluation Criteria, or prioritize one over the other? If following Section #7 tabs, can the authority please advise where to place the content in the Evaluation Criteria within the Section #7 tabs.

A) Proposers should organize their proposals according to the guidance provided in the response to Question #25. Within those sections, proposers may determine the appropriate placement of content addressing the Evaluation Criteria.

39) If we are to follow the requirements listed in Section #7, can the authority give a detailed description of each requirement within each Tab? Tabs "I. Executive Summary" and "VII. Proposed Managed Staffing and Training" are the only tabs that describe what the authority would like the proposers to include. All other tabs listed do not provide a description. Are the contents of each tab up to the proposer's discretion?

A) The contents of each tab are at the discretion of the Proposer. Each Proposer should include information they deem appropriate to address the requirements of Section #7 and convey their proposal effectively.

40) Given the Thanksgiving, Christmas, and New Year holidays, we anticipate multiple weeks during which employees and external companies involved in the proposal process will be taking time off and offices will be closed, delaying required documents and obtaining important information. Additionally, since this RFP must be printed and shipped, holiday-related disruptions may further impact our ability to meet the current deadline. Would the Authority consider a request for an extension to the RFP due date of January 6, 2026?

A) The Authority carefully reviewed the timeline prior to issuing the RFP and accounted for holiday periods. From the RFP issuance to the proposal due date, we believe sufficient time has been provided for all interested parties. Extending the deadline to January 6, 2026, would reduce the time available for the awarded concessionaire to mobilize for the scheduled construction in July 2026 and is therefore not being considered.

41) Can the Authority please confirm that Exhibit E ‘Private Construction Contract’ form is to be submitted by the successful Proposer post-award, and not at time of submission?

A) Exhibit E is only required by the awarded Concessionaire at the time the Agreement is signed.

42) Can the Authority please confirm that Exhibit F ‘Performance, Payment & Maintenance Bond for Private Construction Contracts (Bond Format)’ form is to be submitted by the successful Proposer post-award, and not at time of submission?

A) Exhibit F is only required by the awarded Concessionaire at the time the Agreement is signed.

43) Can the Authority please confirm that Exhibit G ‘Insurance Requirements for Construction Contractors’ is to be submitted by the successful Proposer post-award, and not at time of submission?

A) Exhibit G is only required by the awarded Concessionaire at the time the Agreement is signed.

44) Within #4 “Proposer Qualifications” B-E there are requirements listed (ie. 2 Year Annual Reports, bankruptcy statement...), please confirm which tab these requirements should be placed.

A) The documents required under Section #4 of the RFP, including items B–E (e.g., two-year annual reports, bankruptcy statements), should be included in **Tab IX: Required Documents**

45) Can you please advise how the U.S. DOT's guidance and interim final rule issued on 9/30/2025 affects the ACDBE consideration in evaluation?

DBE IFR Guidance - <https://www.transportation.gov/sites/dot.gov/files/2025-09/DBE%20IFR%20Guidance.9-30-2025.pdf>

DBE IFR 9-30-2025 Full Document - <https://www.transportation.gov/mission/civil-rights/disadvantaged-business-enterprise/dbe-ifr-9-30-2025>

A) At this time, the Airport is not permitted to establish ACDBE goals. We are actively monitoring guidance and regulations issued by the U.S. DOT, including the interim final rule dated September 30, 2025, and will take appropriate action when allowed under the regulations.

46) Page 2 of the document states “one original, three copies, and one electronic copy on USB...” while Page 5 states “Submit three (3) proposals, one marked Original to DSM Airport with electronic copy on USB...”. Please confirm if three or four printed copies are required.

A) The Airport requires One (1) Original, three (3) copies and one (1) electronic copy on USB

47) In the interest of sustainability, would the Authority be open to reducing the number of required printed copies and allowing additional electronic copies to be submitted via USB?

A) Please see the answer to question #46 for the required number of printed copies

48) Please confirm the placement within the proposal of “There shall be a per square foot amount identified in the Selected Proposer’s Proposal for mandatory mid-term refurbishment to occur during the fifth year of the Concession Lease.”

A) This information should be included within the “Concession Fee Proposal” tab.

49) Can you please provide a historical retail sales breakdown by location, month and category?

A) Please see an attached Exhibit D.

50) Can you share the current percentage rent rates and structure?

A) Please refer to the response provided for Question #4

51) Please share the enplanement projections by building phase as well as projected growth rates.

A) Please refer to the response provided for Question #2

52) Please confirm in what month/ year the current Hudson retail stores will shut down.

A) The New Terminal is anticipated to open in January 2027. Upon opening, the existing retail stores will cease operations.

Miscellaneous:

As stated during the tour, below is the contact information for Weitz/Turner, the JV on the project.

Dan Solem

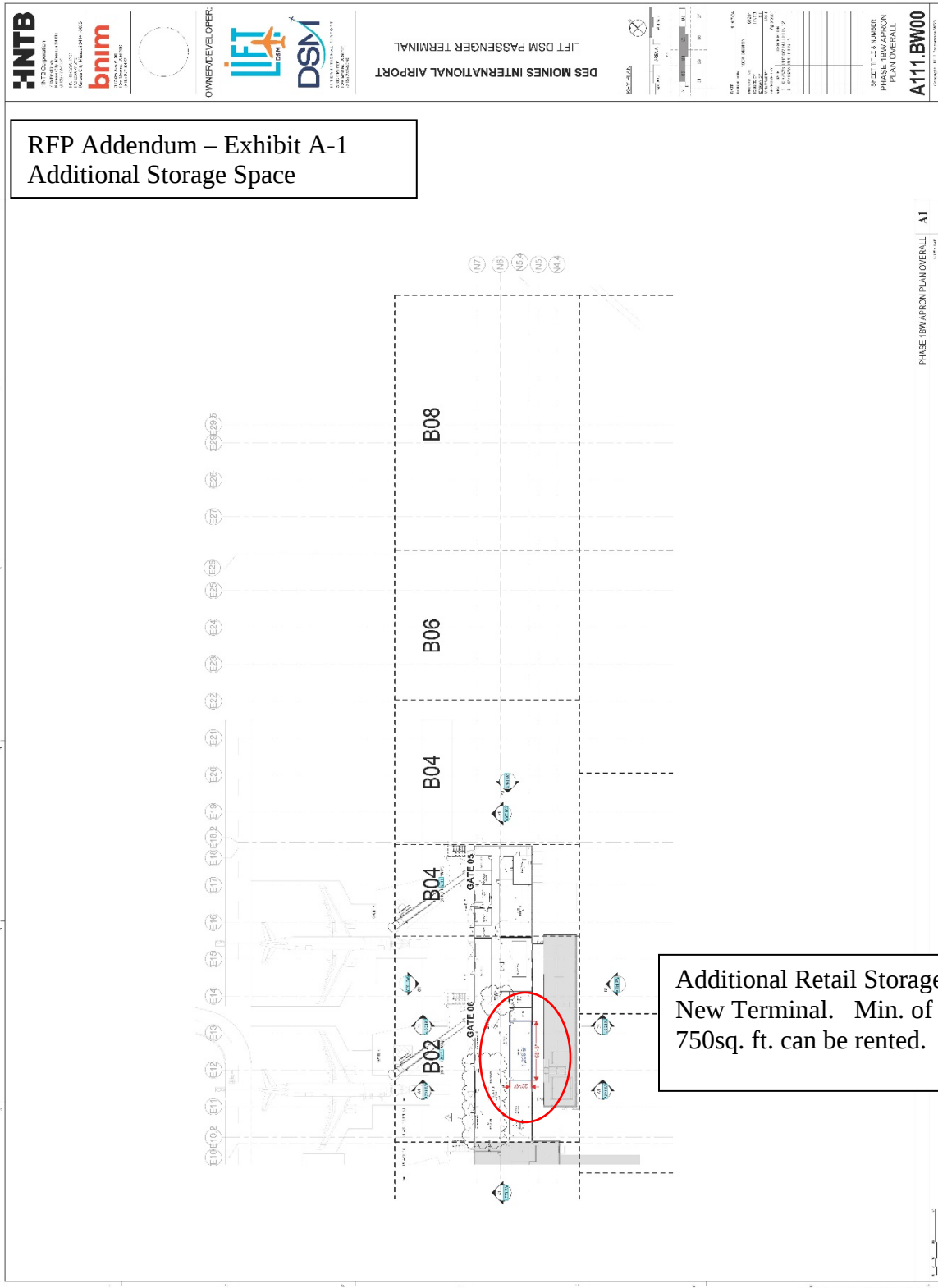
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Jenessa Frey

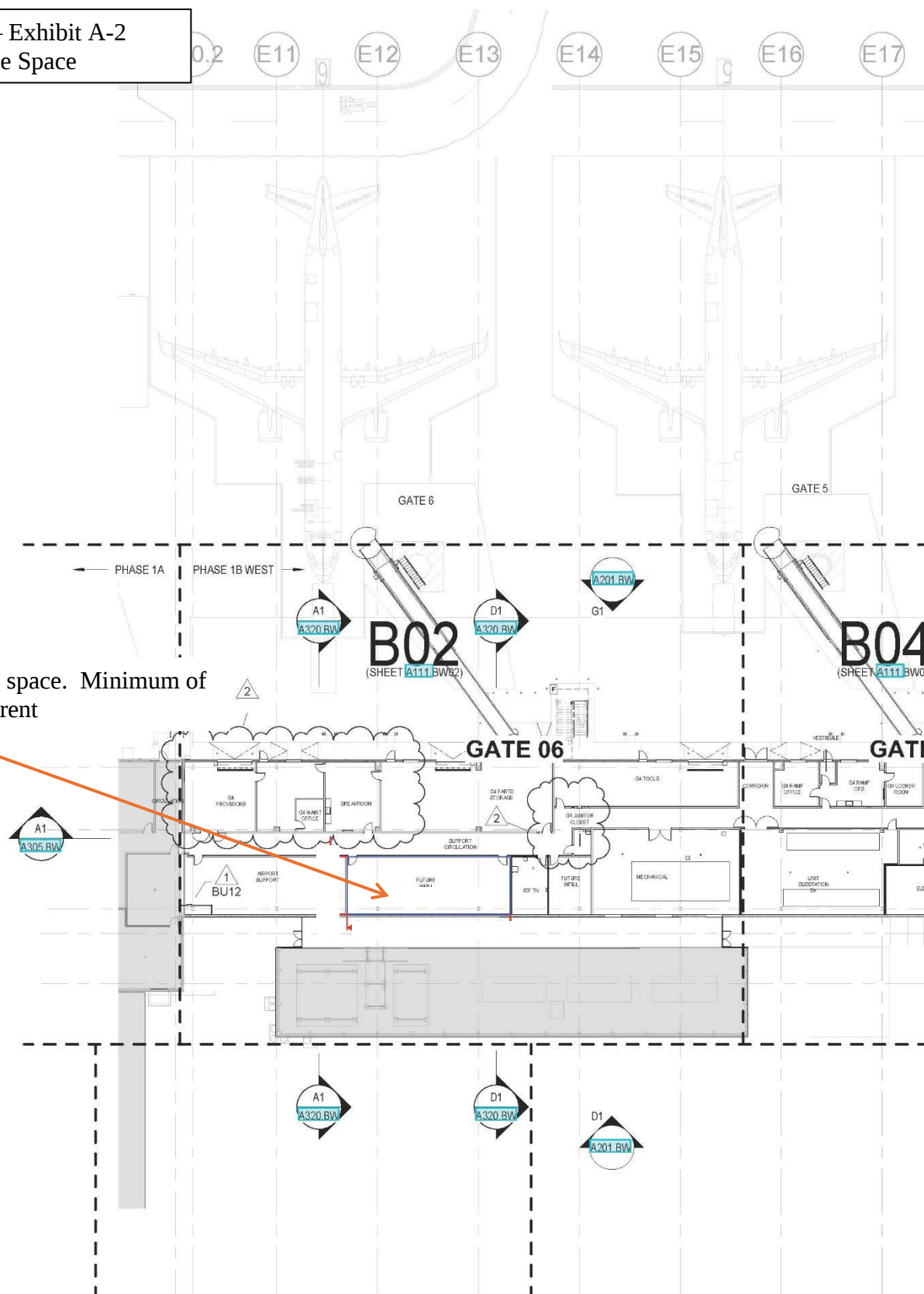
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RFP Addendum – Exhibit A-2
Additional Storage Space

Retail Storage space. Minimum of
750 sq. ft. for rent



Des Moines Airport Authority
Traffic Statistics - September 2025

	Month	of	September	% Incr.	Year to Date		% Incr.
PASSENGERS	2025		2024	(Decr.)	2025	2024	(Decr.)
Enplaned	130,522		127,397	2.5%	1,219,600	1,188,837	2.6%
Deplaned	131,852		126,630	4.1%	1,228,593	1,199,996	2.4%
Total	262,374		254,027	3.3%	2,448,193	2,388,833	2.5%
CARGO (LBS)							
Enplaned	1,201,779		1,842,423	-34.8%	10,411,840	20,086,494	-48.2%
Deplaned	1,560,711		2,126,228	-26.6%	14,196,386	22,695,282	-37.4%
Total	2,762,490		3,968,651	-30.4%	24,608,226	42,781,776	-42.5%
TOTAL PASSENGERS							
ALLEGiant	36,764		32,213	14.1%	454,537	392,616	15.8%
AMERICAN	72,044		65,354	10.2%	685,516	692,161	-1.0%
DELTA	50,404		47,032	7.2%	431,938	406,453	6.3%
FRONTIER	5,012		8,600	-41.7%	35,719	63,662	-43.9%
SOUTHWEST	34,092		36,648	-7.0%	311,674	311,651	0.0%
UNITED	62,838		62,694	0.2%	523,560	512,247	2.2%
CHARTERS	1,220		1,486	-17.9%	5,249	10,043	-47.7%
Total	262,374		254,027	3.3%	2,448,193	2,388,833	2.5%

DSM Food & Beverage Gross Sales by Location (July - June Contract Year)							
MONTH	23-'24 PRE-SECURITY	'23-'24 ARUGULA & RYE	'23-'24 PORTERMILL	'23-'24 FRIEDRICHS	'23-'24 MILL SUPPLY	'23-'24 Coffee Bar C	'23-'24 A Bar
2002 - 2023	\$164,106.36	\$1,120,404.38	\$3,641,793.22	\$1,491,705.27	\$722,836.68	\$401,599.45	\$156,395.90
2023-2024	\$197,482.78	\$1,238,339.67	\$4,240,261.89	\$1,569,077.16	\$909,067.12	\$492,052.55	\$274,391.90
2024-2025	\$211,490.12	\$1,418,928.57	\$4,219,208.04	\$1,669,256.03	\$926,207.44	\$526,350.58	\$278,011.79

2023 - Present Retail Sales

Year	Month	Enplanements	PRE-SECURITY		POST-SECURITY	
			Cat. I	Cat. II	Cat. I	Cat. II
2023	Jan	111,736	22,974	5,990	287,431	25,734
	Feb	110,273	20,540	6,111	283,143	25,378
	Mar	129,840	28,237	8,976	342,883	34,954
	Apr	117,253	24,669	11,914	291,914	43,591
	May	132,529	23,895	13,535	323,009	57,690
	Jun	143,243	30,620	16,461	369,760	65,677
	Jul	146,257	30,297	17,261	374,371	75,469
	Aug	137,544	31,873	19,026	346,071	86,270
	Sep	123,310	25,508	11,620	300,328	60,436
	Oct	136,480	28,746	12,962	326,837	61,702
	Nov	129,731	24,562	9,096	292,736	45,540
	Dec	127,969	24,905	8,411	299,378	39,645
Totals		1,546,165	316,826	141,363	3,837,861	622,085
2024	Jan	111,850	24,240	6,824	284,843	36,393
	Feb	120,635	18,115	5,941	270,961	29,683
	Mar	131,440	23,261	9,593	320,133	43,204
	Apr	120,774	20,993	12,327	292,334	53,871
	May	140,653	25,763	14,096	349,719	67,596
	Jun	149,157	27,091	12,609	365,458	75,259
	Jul	147,008	28,785	17,267	352,061	77,096
	Aug	139,923	28,811	19,033	322,757	86,793
	Sep	127,397	22,402	12,507	290,866	62,627
	Oct	136,474	23,556	11,241	326,455	59,757
	Nov	125,773	21,679	12,733	279,863	49,088
	Dec	135,473	20,092	12,429	309,520	43,900
Totals		1,586,557	284,788	146,600	3,764,970	685,268
2025	Jan	115,330	18,755	8,944	274,700	32,513
	Feb	112,360	16,807	7,391	280,375	30,658
	Mar	132,531	20,035	9,914	335,429	38,901
	Apr	119,507	22,279	14,000	295,586	50,241
	May	142,536	24,500	17,794	337,957	69,581
	Jun	158,984	28,747	18,034	369,156	78,056
	Jul	157,183	26,870	18,173	357,462	74,010
	Aug	150,858	27,512	21,266	353,523	90,884
	Sep	130,522	21,693	16,745	304,291	62,417
Totals		1,219,811	207,197	132,262	2,908,479	527,260

CAD FILE RELEASE FORM

October 17, 2025

Retail Concession Proposer:

Company Name: _____

Authorized Signature: _____
(Please Print Name & Title)

Re: CAD files Terminal Phase 1A Retail Concession Area

Dear Madam/Sir:

In accordance with your request, Des Moines Airport Authority (Authority) is providing you, (Recipient) with electronic media containing data for (hereafter "Electronic Data"). This Electronic Data was originally prepared for the following Project: Airport Terminal Phase 1A.

The Electronic Data was prepared solely for the purpose of the identified Project and, accordingly, Authority disclaims liability for any losses, damages, costs, injuries or death arising out of or caused by (i) any changes made to Electronic Data by other than Authority personnel, its agents and subcontractors, and (ii) any use of the Electronic Data or portions thereof for any purpose other than for which said items were intended when prepared by Authority. Copies of Electronic Data are furnished hereunder to Recipient solely for the convenience of Recipient and are not Contract Documents. Any information or data obtained or derived from Electronic Data will be used at Recipient's sole risk. This information was prepared on Authority's computer system and format and Authority does not represent that it is suitable for Recipient's system and format.

Further, we advise you that automated conversion of information and data from the system and format used by Authority to an alternate system or format cannot be accomplished without the potential for the introduction of anomalies, errors or misinterpretation. Also, data stored on electronic media can deteriorate undetected and/or can be modified without Authority's or Recipient's knowledge. This electronic data must be checked for accuracy with the original hard copy drawings/text before proceeding to utilize them. It is also imperative that this electronic media be virus scanned prior to your use.

In recognition of the above, Recipient agrees that Authority will not be held liable for the completeness or correctness of the electronic media. Furthermore, Recipient will to the fullest extent permitted by law, defend, indemnify and hold Authority harmless from any and all claims, suits, liability, demands, or costs (including, but not limited to, attorneys' fees) arising out of or resulting from the use of the electronic media provided to Recipient by Authority.

Please acknowledge your acceptance of the above by returning a signed copy of this correspondence by first class mail or email. Upon receipt, we will forward the requested electronic media to you.

Sincerely,

Des Moines Airport Authority

Authorized Signature

Bryan Belt
Director of Engineering

Company Name:_____

Representative Name:_____

Title:_____

Des Moines Airport Authority Retail RFP Pre-Bid Meeting



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AGENDA

Airport Overview

Construction Overview

RFP Details

Contract Highlights

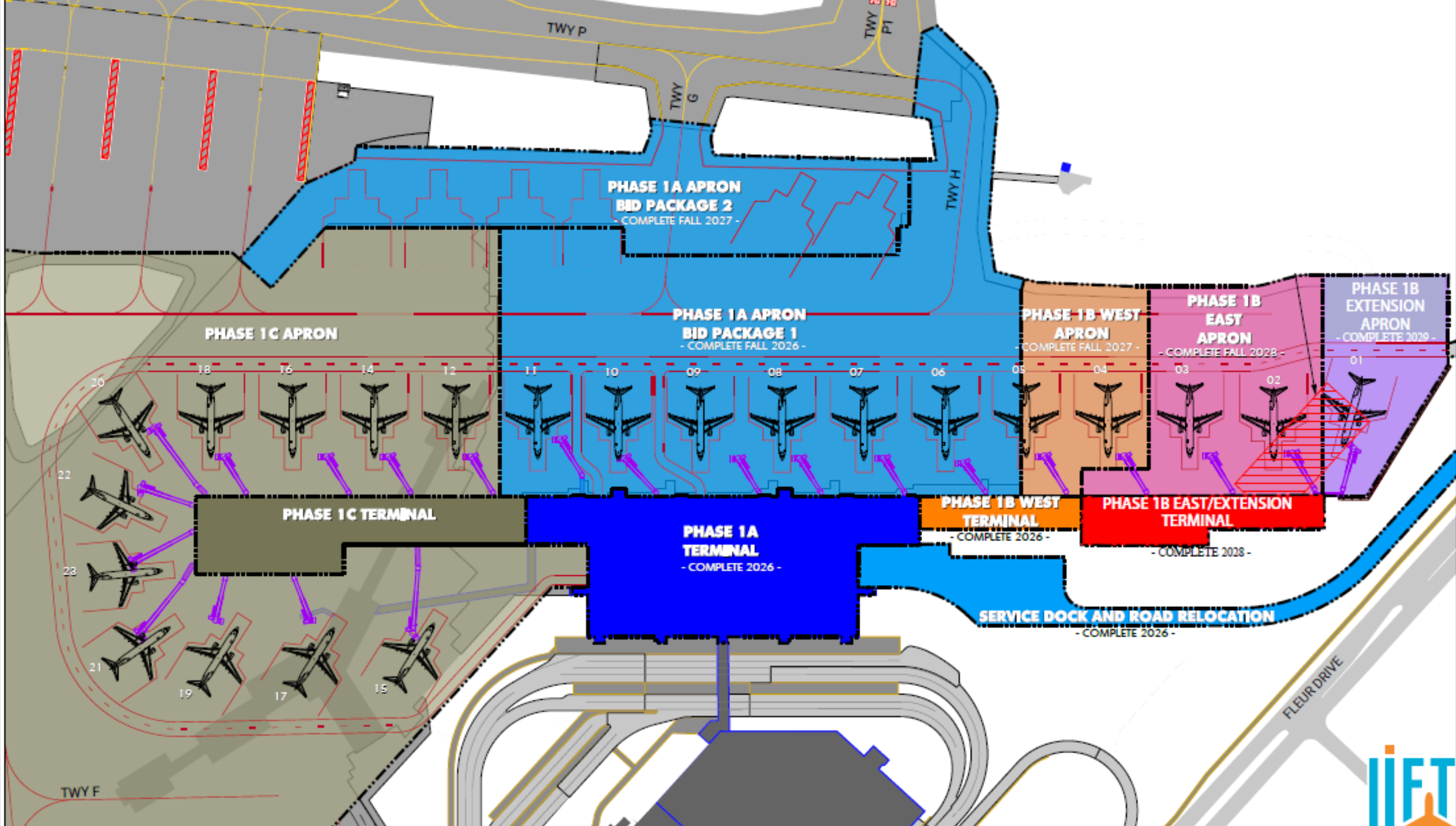
Q & A



Des Moines Airport Authority Iowa's Airport

- The state's largest airport
- 65% of Iowa's commercial traffic and 50% of air cargo
- Independent from City of Des Moines since 2011



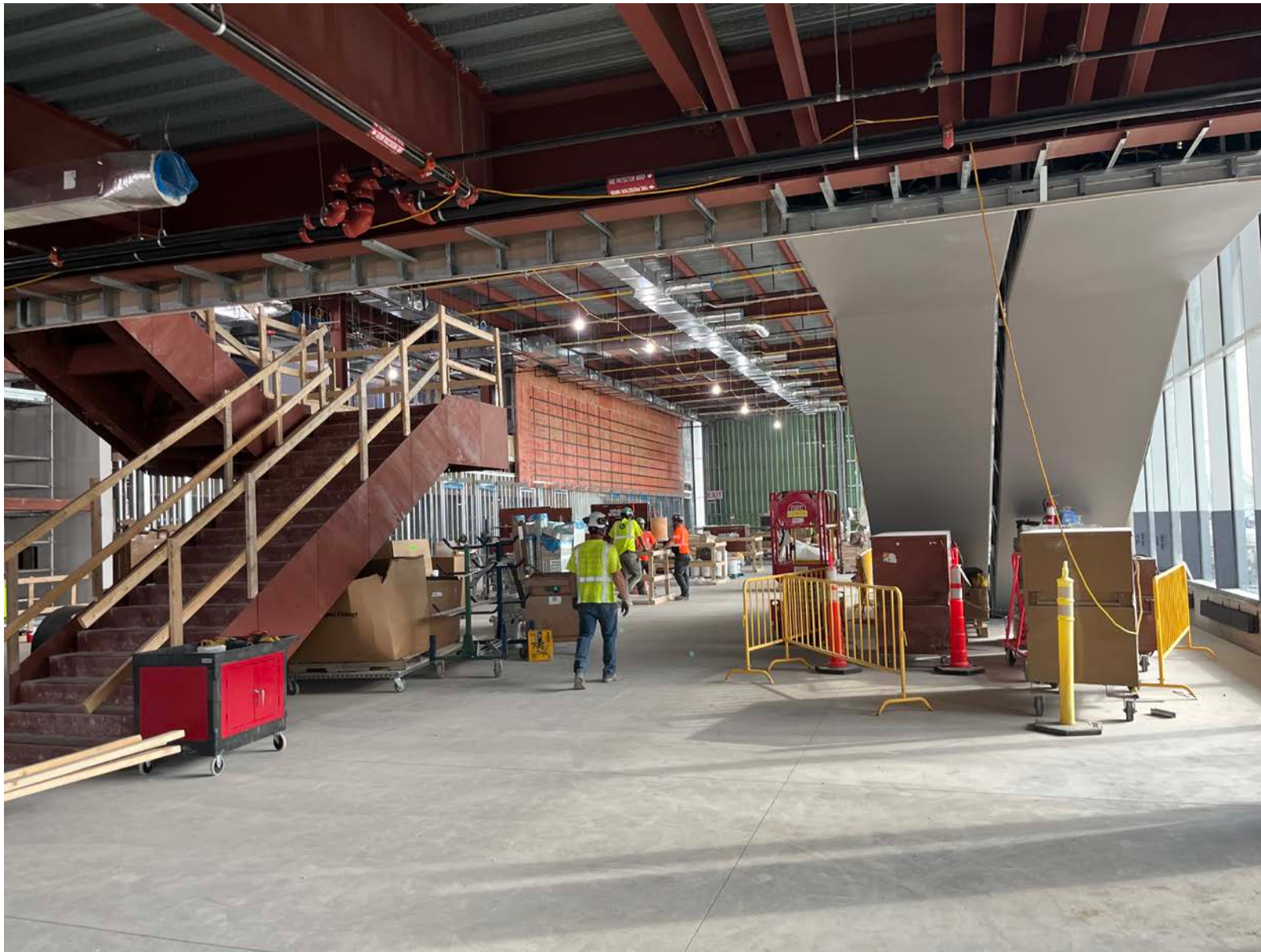




North view of the terminal,
gate side



View from inside the terminal
looking towards the existing
terminal



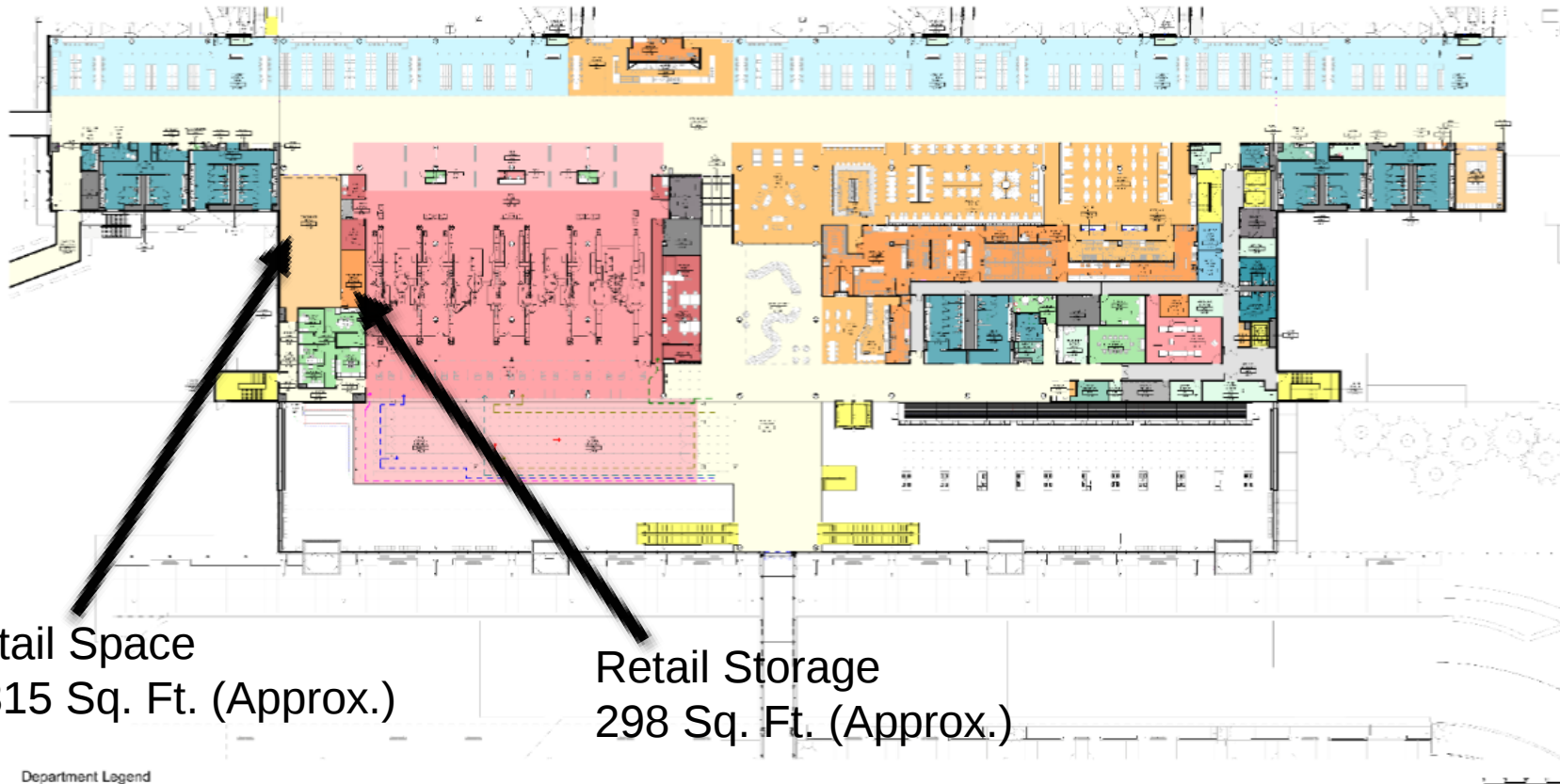
First floor of the terminal, to show the staircase and the escalators.



Interior view, looking
down the new
concourse



Skyview of the passenger walkway connecting the New Terminal to the existing Concourses



Retail Space
1,815 Sq. Ft. (Approx.)

Retail Storage
298 Sq. Ft. (Approx.)

Department Legend

PUBLIC RESTROOM	FOOD & BEVERAGE CONCESSIONS	CONNECTOR	CUSTODIAL	MECHANICAL
BOH RESTROOM	RETAIL	EXIT BREACH CONTROL	POLICE	ELECTRICAL
SSCP REVEST	BOH F&B CONCESSION SUPPORT	VERTICAL CIRCULATION	HOLDROOM	PLUMBING
SSCP QUEUEING	CONCESSION STORAGE	AIRPORT AMENITY	AIRLINE OPERATIONS	TELECOM
SSCP	RETAIL STORAGE	ADMINISTRATION	SUPPORT CIRCULATION	EXTERIOR CIRCULATION
SSCP SUPPORT	CIRCULATION	AIRPORT SUPPORT	SUPPORT	



↑ Restrooms
S.A.R.A. Quiet Room

RETAIL
BRANDING

CRAWFORD
COUNTY

OPEN

↑ Restrooms
S.A.R.A. Quiet Room

RETAIL
BRANDING

CLOSED

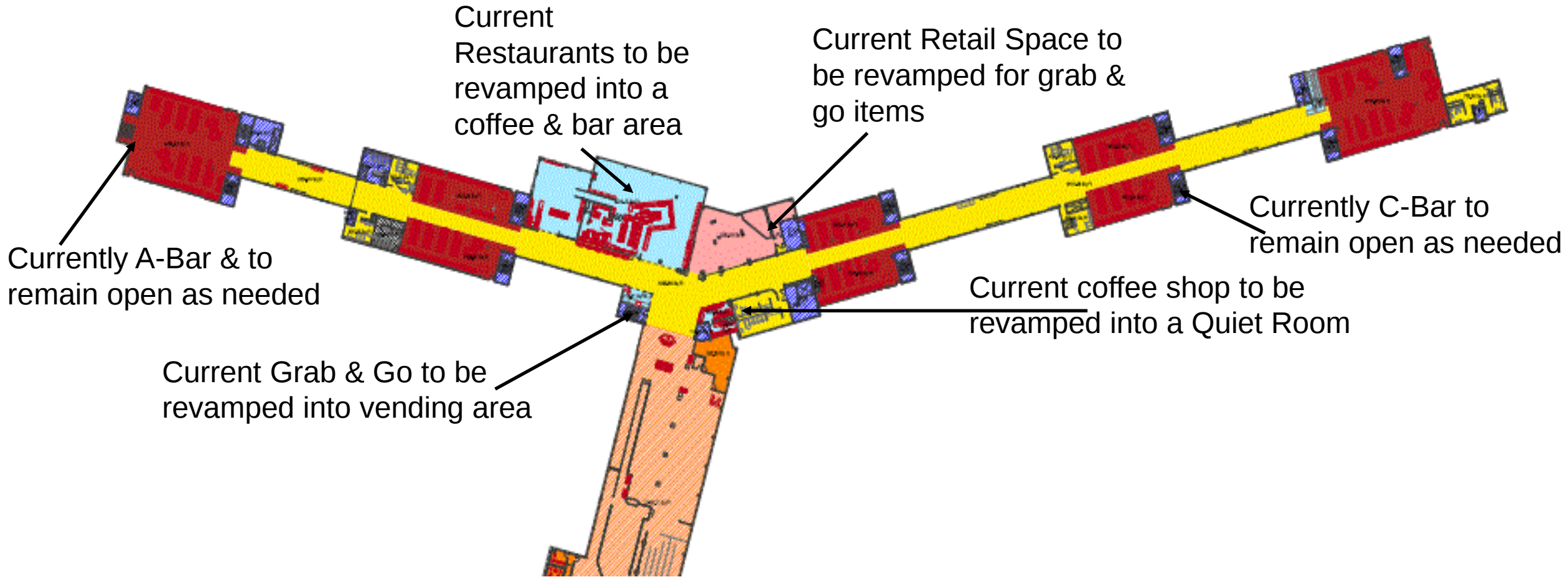
Departures				Arrivals			
Time	Flight	Gate	Destination	Time	Flight	Gate	Origin
08:00	AA100	12	New York	08:15	AA100	12	New York
08:30	DL100	15	Los Angeles	08:30	DL100	15	Los Angeles
09:00	UA100	18	Chicago	09:00	UA100	18	Chicago
09:30	SW100	21	San Francisco	09:30	SW100	21	San Francisco
10:00	AA101	12	New York	10:00	AA101	12	New York
10:30	DL101	15	Los Angeles	10:30	DL101	15	Los Angeles
11:00	UA101	18	Chicago	11:00	UA101	18	Chicago
11:30	SW101	21	San Francisco	11:30	SW101	21	San Francisco
12:00	AA102	12	New York	12:00	AA102	12	New York
12:30	DL102	15	Los Angeles	12:30	DL102	15	Los Angeles
13:00	UA102	18	Chicago	13:00	UA102	18	Chicago
13:30	SW102	21	San Francisco	13:30	SW102	21	San Francisco
14:00	AA103	12	New York	14:00	AA103	12	New York
14:30	DL103	15	Los Angeles	14:30	DL103	15	Los Angeles
15:00	UA103	18	Chicago	15:00	UA103	18	Chicago
15:30	SW103	21	San Francisco	15:30	SW103	21	San Francisco
16:00	AA104	12	New York	16:00	AA104	12	New York
16:30	DL104	15	Los Angeles	16:30	DL104	15	Los Angeles
17:00	UA104	18	Chicago	17:00	UA104	18	Chicago
17:30	SW104	21	San Francisco	17:30	SW104	21	San Francisco
18:00	AA105	12	New York	18:00	AA105	12	New York
18:30	DL105	15	Los Angeles	18:30	DL105	15	Los Angeles
19:00	UA105	18	Chicago	19:00	UA105	18	Chicago
19:30	SW105	21	San Francisco	19:30	SW105	21	San Francisco
20:00	AA106	12	New York	20:00	AA106	12	New York
20:30	DL106	15	Los Angeles	20:30	DL106	15	Los Angeles
21:00	UA106	18	Chicago	21:00	UA106	18	Chicago
21:30	SW106	21	San Francisco	21:30	SW106	21	San Francisco
22:00	AA107	12	New York	22:00	AA107	12	New York
22:30	DL107	15	Los Angeles	22:30	DL107	15	Los Angeles
23:00	UA107	18	Chicago	23:00	UA107	18	Chicago
23:30	SW107	21	San Francisco	23:30	SW107	21	San Francisco

RETAIL
BRANDING

↑ Boarding
↓ GATE 11-23 ↑

11

CLOSED



DSM RFP TIMELINE OVERVIEW

Friday, October 10

Requests for Clarifications due by 2PM CDT

Friday, October 17

Addendum to Clarification Requests sent by 2pm CDT

Tuesday, January 6

Proposals Due @ 2PM CST

Tuesday, January 13

Interviews (if needed)

Tuesday, January 20

Selection is Made

RFP TIMELINE Continued....

Thursday, January 22

Last date to notify Proposers

Thursday, January 29

Final date for signed contract to be returned from awarded concessionaire for the Board mtg.

Tuesday, February 10

Recommend the contract for Authority's board approval

RFP Selection Criteria

- Proposer Background, Experience & Financial Capability
- Organization and Business Information
- Privilege Fee and Financial Projections
(Encouraged to propose percentage fees that increase with sales volume)
- Proposed Concepts

RFP Selection Criteria

- Designs, Materials and Capital Investment
- Operations and Maintenance Plan
- Proposed Management, Staffing & Training
- Marketing and promotions Plan

Overview of RFP Submitting Requirements

- One original
- 3 Copies
- One electronic copy on USB flash drive saved in Adobe PDF format
- Sections should be tabbed
- All proposals must be signed AND sealed
- Full business address must be provided
- If multiple packets, each should be numbered

Retail Activity Summary

Calendar Year	Enplaned Passengers	Total Passengers	Gross Retail Revenues
2021	1,087,176	2,167,060	\$3,206,783
2022	1,404,487	2,811,670	\$4,378,585
2023	1,546,165	3,097,006	\$4,918,135
2024	1,586,557	3,176,952	\$4,881,626

DOT DBE/ACDBE Interim Final Rule

- New changes to the DBE/ACDBE programs went into effect on Friday, Oct. 3.
- **Significant impacts to the certification of DBE/ACDBE firms:**
 - Eliminated the race- and sex-based presumptions that determine whether individuals who own and control a firm are considered disadvantaged
 - Changed the criteria for determining whether an individual is “socially and economically disadvantaged”
 - Required each currently certified DBE/ACDBE firm to be reevaluated “as soon as practicable” (around 53,500 firms are currently certified)
- **Airport sponsors must comply with certain directives until recertification process is completed:**
 - Sponsors cannot set DBE contract or concession-specific goals
 - Sponsors cannot count any DBE or ACDBE participation toward DBE or ACDBE goals, respectively
- **Stay engaged. Many unanswered questions remain, and court decisions could impact the future of the rule.**

Summary of Terms for Retail Concession Agreement

- Term: 8 years with a 2-year extension
- Privilege Fee: TBD (includes MAG)
- Capital Investment: TBD (no minimum)
- Midterm Refurbishment after 5yrs, to be 20% of the initial investment

Miscellaneous Information

- The current pre & post security retail locations will close once the new terminal opens
- Currently, this will be the only retail space in the terminal. There will be opportunities in the future as the expansion continues.
- FY2024 enplanements were 1,586,557 with total passengers of 3,176,952. The Airport utilizes 3% enplanement growth for planning purposes.
- DMAA does not track passengers by concourse

Q & A

Thank you!

