

Solicitation Number: 2020-003-RFP Addendum Number: 2

Terminal Advertising Concession

Due Date and Time: February 19, 2020 at 11:00 am Arizona time

A signed copy of this addendum must be included with proposal

The following questions were received by the deadline of January 30, 2020:

Q1: Requesting clarification that the due date for this proposal is February 19, 2020 (page 1 lists February 19, 2010).

A1: The due date for submittals under this solicitation is February 19, 2020 at 11:00 a.m. (Arizona time).

Q2: In the Scope of Services (page 11), item 2 says of one PMGAA's goals is to "Maintain installed media hardware and software including responding to emergencies." Is PMGAA open to an arrangement where the airport is responsible for owning and maintaining hardware and software?

A2: At this time, this goal will not be altered as the preference is for the Concessionaire to maintain all installed media hardware and software.

Q3: In the Minimum Qualifications (page 11), item 1 says, "Offeror possesses three or more years' experience managing and operating a successful, revenue-generating terminal advertising program in at least three airports with less than five-million passengers per year." Is PMGAA open to selecting a partner with three or more years' experience managing and operating a successful, revenue-generating terminal advertising program, or three or more years' experience with airport marketing programs, in at least three airports with less than five million passengers per year?

A3: Given that the Airport's program has existed for 10+ years and has established clients, the Airport prefers a Concessionaire with experience as a terminal advertising concession to continue to grow the program.

Q4: In Section E, Submittal Information and Requirements, Tab F (page 16), item 1 says, "Provide references for three airport clients for which the Offeror has provided airport advertising concession services within the last three years." Is PMGAA open to allowing references for other airport marketing/advertising services outside of concessions in lieu of advertising concession references?

A4: Please see response to Question 3 above.

Q5: If the Offeror is an ACDBE itself, will PMGAA waive the requirements of Section E, Tab G, Item 4 (page 17) regarding Documentation of Outreach Efforts?

A5: Yes, because the purpose of the program is to obtain ACDBE involvement and by being certified themselves, a prime concessionaire meets the intent of the program.

Q6: In Section E. Submittal of Information and Requirements, on page 15 of 2020-003-RFP, it states each subsection should have a tab. Can you confirm if the subsections are the numbers below each tab name? For example, should we provide six subsection tabs for each of the attachments in Tab H?

A6: Section Two, E, Paragraph 4 - Remove the following from the first sentence: “and each subsection should have a tab.”

No tabs are necessary for the subsections under each tab.

Q7: In Section E. Submittal of Information and Requirements, on page 15 of 2020-003-RFP, it states that pages with photos will count towards the maximum number of pages. Would the Authority consider excluding renderings of our design concepts and the terminal map layout from the page count?

A7: The Airport will exclude the renderings submitted by Offerors.

Q8: Will the Authority please provide Attachments A – J on pages 24 through 36 of 2020-003-RFP in either Microsoft Word format or an editable PDF?

A8: Attachments A – J of the RFP document have been posted as Word files to the Airport’s website: <https://www.gatewayairport.com/procurementsandnotices>. The file name is: “Solicitation 2020-003-RFP Terminal Advertising Concession Attachments A- J.doc”

Q9: On page 15 of 2020-003-RFP, it states to submit Tab A – Table of Contents. Does this count in the 12 page count? If so, would the Authority consider excluding it?

A9: The “Tabs” do not count toward the overall page count, neither does the Table of Contents.

Q10: Exhibit 4 of 2020-003-RFP, starting on page 40, includes a sample concession agreement but the proposal outline does not specify how contract exceptions should be addressed. How should an Offeror address contract exceptions, if any, in its proposal?

A10: Please see Attachment F – Agreement Review Statement on page 32.

Q11: Will the Authority please confirm when the new terminal construction is anticipated to be complete and open?

A11: The anticipated date for all concession construction to be complete and open to the public is September 30, 2020. The construction will be done in phases with OHSO Brewery tentatively scheduled to open in late March, 2020 and all other F&B and Retail concessions will be TBD, but no later than September 30, 2020.

ALL OTHER PROVISIONS OF THE SOLICITATION SHALL REMAIN IN THEIR ENTIRETY.

<p>Offeror hereby acknowledges receipt and understanding of above addendum.</p> <p>_____ Signature Date</p> <p>_____ Print Name and Title</p> <p>_____ Name of Company</p>	<p>The above referenced Solicitation Addendum is hereby executed February 4, 2020 at PMGAA, Mesa, Arizona.</p> <p>Marian Whilden</p> <p>_____ Procurement Coordinator Phoenix-Mesa Gateway Airport Authority</p>
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