



Food Service and Retail Concessions at Eppley Airfield

Request for Proposals

Addendum No. 1

April 19, 2024

The following changes, additions, and/or clarifications to the Request for Proposals (RFP) for Food Service and Retail Concessions at Eppley Airfield dated March 18, 2024 issued by the Omaha Airport Authority (“Authority” or “OAA”) are considered as Addendum No. 1, and are hereby made a part of the RFP documents. All Proposers are required to base their Proposal upon the information furnished in the RFP documents, including this Addendum No. 1; and as required in the Draft Lease Agreement. Proposers are required to acknowledge Addendum No. 1 in their Proposals. Failure to acknowledge any addendum on the Addenda Acknowledgment Form included as Appendix G of the RFP may result in the Proposal being declared non-responsive.

1. Exhibit E of the draft Lease Agreement, **Concession Pricing Policy**, has been issued and uploaded to the solicitation website (<http://www.flyoma.com/concessions>).
2. The **Tenant Design Guidelines**, referenced in the RFP, have been issued and uploaded to the solicitation website (<http://www.flyoma.com/concessions>).
3. The **Package 2 Food Service Concession Opportunities** section of the RFP is amended to include vending. Please refer to the revised Package 2 table in **Attachment 1** and vending lease outline drawings in **Attachment 2** of this Addendum No. 1. Please refer to the concession plans in the Pre-Proposal Conference slideshow for vending locations (flyoma.com/concessions).
4. The **Communications Prohibition Details**, #3, of the RFP, prohibiting contact regarding this solicitation throughout the procurement process with consultants retained by the Authority unless otherwise permitted in writing by the Authority, shall hereby exclude consultants working for AirProjects, Inc.

Clarifications/RFP Responses to Written Questions

The following written questions were submitted by RFP document holders to the Authority on or before April 10, 2024. Proposers should carefully review all such questions and Authority responses.

Received March 29, 2024

1. Is the RFP to manage and build the full concessions for either package 1 or 2?
Response: Proposals must include all units in either Package 1 or Package 2 to be considered responsive to the RFP. (Please refer to RFP Section 3 A. General Requirements).
2. In other words, is the proposer responsible for the full build and management of the 32000 sq feet?
Response: Please refer to the response to Question 1. A successful Proposer is responsible for the design, construction, operation, and management of all concession units in an awarded concession package.
3. If we are only interested in opening a coffee shop for one of the units under package 1 or 2, how do we go about doing that? Do we still need to submit an RFP? Or is the proposer who is awarded by the authority the team that secures the vendors for those units? If so, how would we go about making sure we are considered as a vendor?



Response: *Businesses that are not directly proposing on a package but have an interest in one or more units in Package 1 or Package 2 must enter into an agreement with a Proposer to be included in their proposal. Potential Opportunities for Involvement are included in the Industry Day presentation, and the Pre-Proposal Conference attendees are identified in the Pre-Proposal Conference attendee list, both on the solicitation website (<http://www.flyoma.com/concessions>).*

4. Can you explain a little more on what the 13.6% fee is for the ACDBE program? I know this program was designed to level the playing field for small businesses to have an opportunity to open up in airports but I am still unclear on what that means for a small business owner like me.

Response: *The 13.6 percent represents the ACDBE participation goal for food service and retail concessions, not a fee. ACDBE participation will be measured as a percent of total annual gross receipts. As stated in the RFP, ACDBE participation may be in the form of one or more subleases, joint ventures, partnerships, or other legal arrangement meeting the eligibility requirements in 49 CFR Part 23, Subpart C. Participation toward the ACDBE goal will only be considered for ACDBE firms that are certified prior to the Notice of Award (please refer to Section 3.C., ACDBE Participation; Section 10, ACDBE Participation; and Appendix F, ACDBE Participation Forms, of the RFP).*

Received March 31, 2024

5. We are a locally owned sports bar in Blackstone but we just opened in August 2023. Projected gross revenue this year is 1.5 million but we do not have ownership experience over 3 years. If I am understanding correctly, we do not meet the minimum requirements to be considered for the concessions program, is that correct? I appreciate your time and attention to the matter.

Response: *Proposers and any proposed sub-concessionaires must meet the minimum qualifications listed in Section 5 of the RFP. There are ways that businesses can participate in the concession program that do not mandate meeting these minimum requirements (please refer to the Opportunities for Involvement in the Industry Day presentation on the solicitation website (flyoma.com/concessions)).*

Received April 3, 2024

6. We are still interested however we are out of town on April 9th. If there is a powerpoint or anything from the conference would you mind sharing it afterwards?

Response: *All documents related to this solicitation, including a link to the Industry Day Presentation and Pre-Proposal Conference slideshow are located on the solicitation website (flyoma.com/concessions).*

Received April 4, 2024

7. Will the Authority reconsider the 7 days a week operating requirement for Package 2 Quick Service - Chicken CP-2353, and instead allow a brand to operate 6 days per week?

Response: *No. The proposed Quick Service-Chicken brand must operate seven days per week.*



Received April 9, 2024

8. Will any of the following be provided for the RFP:

- Revit/Cad basebuilding
- Tenant Criteria Manuals
- Storefront Design Criteria
- Reflected ceiling plans
- Utility Matrices
- Material palette for the basebuilding expansion.

***Response:** The Tenant Design Guidelines, which address most of these items, were issued and uploaded to the solicitation website (flyoma.com/concessions) as a part of this Addendum No. 1.*

9. Will the hood remain in the south food court?

***Response:** The portion of the pre-security south food court, as shown on the interim concession plan, will be turned over to the successful concessionaire in its existing condition for the interim grab-and-go with branded coffee and seating locations, including the existing hoods, with the exception of the hood in the Godfather's Pizza location*

10. Will mobile kitchen have space for a locked refrigerated space?

***Response:** Two 1,200 square foot ramp spaces are available for the Package 2 concessionaire to provide and operate a mobile kitchen and/or storage unit. The configuration of the space, within the area designated by the Authority, is at the discretion of the Proposer and may include locked refrigeration. (Please refer to Section 4, Interim Support Space, in the RFP).*

11. Will the future ductwork chute effect our current walk-in cooler?

***Response:** Please contact the Authority directly regarding existing concession operations.*

12. Package 1: Are the interim locations existing concessions or are they "new" spaces requiring investment?

***Response:** Interim concessions are located in existing concession spaces. Proposers will be responsible for making any necessary improvements required to operate the interim units, as proposed and in accordance with the descriptions provided in Section 4 of the RFP. Please refer to Section 3.D., Capital Investment and Development, of the RFP for information regarding investment requirements.*

13. How is the liquor license currently held? Does the OAA hold the license or are they held by the company on unit?

***Response:** The liquor licenses are held by the existing concessionaires.*



14. Can the airport consider excluding menus from the page count or allowing them as exhibits which do not count? When we calculate including only fundamental items in the proposal the page limit appears too tight to include complete menus or design and respond to the 120+ requirements that Respondents are asked to provide answers to. For example: Menu-3 pages x 14 concepts =42 pages, Design-(1 rendering, 1 floor plan, 1 material board x 14 concepts = 42 pages), Concept Description (2 pages per concept x 14 = 28 pages), combined these three components take a minimum of 112 pages when using these extremely tight parameters.

Response: Menus provided in Proposals can be downsized so that multiple pages fit on one Proposal page. Design elements can also be downsized so that one Proposal page accommodates multiple requirements.

15. Can the airport confirm if staffing and financial charts count as an Exhibit? Diagrams for staffing charts in particular are approximately ½ of a page, a 14-unit package takes 7 of the allotted page count to staffing diagrams alone.

Response: Proposal forms and exhibits, financial statements, pro formas, franchise and license authorization letters, resumes, and articles of incorporation do not count toward the page limit. The staffing and management schedules to be submitted in the Proposal per Section 4.1, Management and Staffing, of the RFP may be considered an exhibit that will not count toward the 140-page limit.

16. Can menus be presented in keeping with the brand's original font size standards to retain the brand presentation?

Response: Yes. Menus may be submitted using a brand's typical font.

17. Would the airport consider an extension due to the scope of these two packages and specificity of information requested? This would provide our clients with the greatest opportunity to develop the compelling brand mixes and highly creative proposals that OMA is seeking.

Response: The Proposal due date remains as stated in the RFP.

18. Want to know whether you allow Nebraska Skill machines in the proposed Restaurant and Bar space

Response: No. Nebraska Skill machines will not be permitted in the concessions.

19. We'd like to know whether the concessions program construction will be union or non-union.

Response: A successful Proposer is responsible for the construction of their awarded units, including the construction company(ies) and type of labor used.

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**This Addendum No. 1 shall be effective as of April 19, 2024.**

**ADDENDUM NO. 1  
ATTACHMENT 1**

**Package 2 Food Service Concession Opportunities**

The concessions included in Package 2 are located pre-security, in the Central Pavilion, and in the North and South Concourses. There are approximately 16,743 square feet of leasable food service space included in this opportunity, plus an optional 1,589 square feet of leasable food service space. There are approximately 9,449 square feet of leasable concession space for interim food service and retail concession units.

| <b>Package 2</b>                                                                                                                                                                                                                                      |                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                          |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------|
| Lease Term: January 1, 2025 through February, 28, 2042 (or later as specified in Lease Agreement)                                                                                                                                                     |                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                          |
| Third Calendar Year Minimum Annual Guarantee: \$1,050,000                                                                                                                                                                                             |                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                          |
| Minimum Initial Capital Investment: <ul style="list-style-type: none"> <li>• Food Service Units - \$600 per Sq. Ft.</li> <li>• Retail Units - \$500 per Sq. Ft.</li> <li>• Vending-\$100 per Sq. Ft.</li> <li>• Seating - \$200 per Sq. Ft</li> </ul> |                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                          |
| Minimum Midterm Reinvestment: 15% of Initial Investment Amount                                                                                                                                                                                        |                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                          |
| ACDBE Goal: 13.6%                                                                                                                                                                                                                                     |                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                          |
| <b>Unit No.</b>                                                                                                                                                                                                                                       | <b>Approximate Sq. Ft.</b> | <b>Desired Concept and Menu</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | <b>Target Occupancy Date<sup>1</sup></b> |
| <b>NT-1422</b>                                                                                                                                                                                                                                        | <b>935</b>                 | <p><b>Quick Service – Deli.</b> Local, regional, or national brand quick service deli offering made-to-order sandwiches and wraps for convenient takeaway. Deli should offer side dishes, salads, desserts, and cold canned and bottled beverages, including juice and water. Breakfast sandwiches should be offered in the morning along with coffee and tea drinks.</p> <p>A small seating area or counter should be accommodated within the space.</p> <p><i><u>Non-Permitted Items:</u> alcoholic beverages; any merchandise not associated with the brand; vending machines</i></p> | <b>September 2, 2026</b>                 |
| <b>CP-2352</b>                                                                                                                                                                                                                                        | <b>817</b>                 | <p><b>Quick Service – Asian.</b> Local, regional, or national brand quick service restaurant specializing in Asian cuisine. Offerings should include a variety of entrées, such as bowls, stir-fries, noodle dishes, salads, side dishes, and dessert. Restaurant should offer cold canned and bottled beverages, including juice and water.</p> <p><i><u>Non-Permitted Items:</u> alcoholic beverages; vending machines</i></p>                                                                                                                                                         | <b>September 2, 2026</b>                 |
| <b>CP-2353</b>                                                                                                                                                                                                                                        | <b>1,033</b>               | <p><b>Quick Service – Chicken.</b> National brand quick service chicken restaurant offering a variety of chicken-based entrées, sandwiches, salads, and side dishes. Restaurant should offer cold canned and bottled beverages, including juice and water. Restaurant must operate seven days per week under the designated brand.</p> <p><i><u>Non-Permitted Items:</u> alcoholic beverages; vending machines</i></p>                                                                                                                                                                   | <b>September 2, 2026</b>                 |

**ADDENDUM NO. 1  
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|--------------------------------------|------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------|
| <p align="center"><b>CP-2351</b></p> | <p align="center"><b>414</b></p>   | <p><b><i>OPTIONAL – This unit may be proposed as described below at the Proposer’s discretion.</i></b></p> <p><b>Quick Service – Healthy.</b> Branded quick service restaurant specializing in freshly-prepared healthy food options, including organic, low-calorie, and energy-producing fare. Healthy options could include smoothies and smoothie bowls, juice, and/or salads. Restaurant should offer cold canned and bottled juice and water.</p> <p>Note: This unit will not have cooking exhaust vent.</p> <p><u><i>Non-Permitted Items: alcoholic beverages; vending machines</i></u></p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | <p align="center"><b>September 2,<br/>2026</b></p> |
| <p align="center"><b>CP-2350</b></p> | <p align="center"><b>4,486</b></p> | <p><b>Food Hall Seating.</b> A variety of seating options must be provided to support all concessions in the food hall area (CP-2351, CP-2352, CP-2353, CP-2356). Seating options should include two-top, four-top, and bar-height and counter-height seating. A majority of the seats should have charging outlets.</p> <p><u><i>Non-Permitted Items: food, beverage and retail products for sale; vending machines</i></u></p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | <p align="center"><b>September 2,<br/>2026</b></p> |
| <p align="center"><b>CP-2356</b></p> | <p align="center"><b>2,780</b></p> | <p><b>Gourmet Market with Bar and Deli.</b> Local, regional, or national brand established market or chef-driven market featuring high quality, freshly-prepared gourmet food and beverage products, including but not limited to pastas, salads, and light entrees; cheese, olives, and bread; desserts and baked goods; fresh produce; healthy snack items; yogurts; cereal; and other items that can be found in distinctive gourmet markets. Prepared entrees, either to be heated and ready to eat (such as a portion of lasagna) or packaged for later consumption, should be available to customers for takeout. A variety of cold canned and bottled beverages should also be available, including popular independent brands. Specialty local food products, such as honey or gourmet nuts, should be offered for passengers to purchase for consumption or as a gift.</p> <p>The unit must have a full-service, separately staffed deli counter serving made-to-order hot and cold sandwiches and wraps, including breakfast sandwiches in the morning.</p> <p>The unit must also contain a full-service bar, featuring cocktails, beer, and a good selection of quality domestic and international wines. Seating for the bar and all queuing space must be provided within the lease lines.</p> <p><u><i>Non-Permitted Items: merchandise not associated with the brand; vending machines</i></u></p> | <p align="center"><b>September 2,<br/>2026</b></p> |

**ADDENDUM NO. 1  
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|---------------------|------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------|
| CP-2338             | 316                          | <p><b>Candy.</b> Locally branded candy shop offering bulk and boxed confectionery products.</p> <p><i>Note: This is a freestanding Retail unit. It must have a low profile to allow views of the Central Pavilion over and through the unit.</i></p> <p><u>Non-Permitted Items:</u> alcoholic beverages; typical newsstand products; merchandise not associated with the brand; vending machines</p>                                                                                                                                                                                                                                                                                                                                        | September 2, 2026                                                       |
| NC-2102             | 782                          | <p><b>Quick Service – Burger.</b> Local, regional, or national brand quick service hamburger restaurant. Menu should include a variety of freshly-prepared hamburgers and other hot sandwich options, salads, fries and other side dishes, and shakes. Restaurant should also provide cold fountain or canned and bottled beverages, including water.</p> <p><u>Non-Permitted Items:</u> alcoholic beverages; vending machines</p>                                                                                                                                                                                                                                                                                                          | September 2, 2026                                                       |
| NC-2103             | 1,909                        | <p><b>Bar with Food.</b> Local, regional, or national brand bar with food with a contemporary menu and dining environment. The menu should include a variety of entrees, burgers and/or other hot sandwiches, salads, appetizers, and desserts. Full bar service must be available, featuring locally brewed beer, craft cocktails, and an ample selection of quality wines. Seating must be included within the lease lines.</p> <p><u>Non-Permitted Items:</u> merchandise not associated with the brand; vending machines</p>                                                                                                                                                                                                            | September 2, 2026                                                       |
| SC-2120 and SC-2220 | SC-2120: 700<br>SC-2220: 475 | <p><b>OPTIONAL – This unit may be proposed as described below at the Proposer’s discretion.</b></p> <p><b>Local Bar with Food and Prep Kitchen.</b> Locally branded bar with food with a contemporary menu and bar environment. The menu should include a variety of light entrees, salads, appetizers, and desserts. Full bar service must be offered, featuring locally brewed beer, craft cocktails, and an ample selection of quality wines. Bar seating must be included within the lease line.</p> <p>Unit SC-2220 has been assigned as a prep kitchen for this bar, as Unit SC-2120 will not have cooking exhaust.</p> <p><u>Non-Permitted Items:</u> candy and gum; merchandise not associated with the brand; vending machines</p> | SC-2120: January 2, 2028 <sup>2</sup><br><br>SC-2220: September 2, 2026 |

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|---------|-------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|
| SC-2109 | 700   | <p><b>Local Gourmet Coffee.</b> Locally branded gourmet coffee concept serving freshly brewed hot and cold coffee and tea drinks and cold bottled beverages. A selection of pre-packaged snacks, sandwiches, salads, branded yogurts, fruit, and baked goods should be available for carry-out in convenient packaging. Breakfast options, such as hot breakfast sandwiches, oatmeal, fruit, branded yogurt, and baked goods must be provided.</p> <p>Limited counter seating or bistro tables should be accommodated within the lease lines.</p> <p><i><u>Non-Permitted Items:</u> alcoholic beverages; merchandise not associated with the brand; vending machines</i></p> | January 2, 2028 <sup>2</sup> |
| SC-2112 | 2,718 | <p><b>Fast Casual Mexican with Bar.</b> Local brand fast casual restaurant with convenient counter-ordering. Menu should offer a variety of made-to-order Mexican cuisine, including but not limited to bowls, burritos, tacos, and salads; and serve breakfast, lunch, and dinner items. Restaurant must offer side dishes, desserts, soft drinks, and water. Full bar service, including locally brewed beer and an ample selection of quality wines must be available. Seating must be included within the lease lines.</p> <p><i><u>Non-Permitted Items:</u> merchandise not associated with the brand; vending machines</i></p>                                         | June 3, 2027                 |
| NT-1509 | 60    | <p><b>Vending.</b> Vending alcove located pre-security on level one, north. A variety of snacks and beverages should be provided, including healthy options. Alcove will have access to power, but not plumbing. Vending may also include travel essentials products, such as headphones, over-the-counter medicines, and health and beauty items.</p> <p><i><u>Non-Permitted Items:</u> ATMs, charging kiosks, currency exchange, mail drop boxes</i></p>                                                                                                                                                                                                                   | September 2, 2026            |
| NT-1406 | 50    | <p><b>Vending.</b> Vending alcove located pre-security on level one, north. A variety of snacks and beverages should be provided, including healthy options. Alcove will have access to power, but not plumbing.</p> <p><i><u>Non-Permitted Items:</u> ATMs, charging kiosks, currency exchange, mail drop boxes, retail vending</i></p>                                                                                                                                                                                                                                                                                                                                     | September 2, 2026            |



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|--------------------|--------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|
| <b>ST-1203</b>     | <b>35</b>                            | <p><b>Vending.</b> Vending alcove located pre-security on level one, south. A variety of snacks and beverages should be provided, including healthy options. Alcove will have access to power, but not plumbing.</p> <p><i>Non-Permitted Items: ATMs, charging kiosks, currency exchange, mail drop boxes, retail vending</i></p>                                                                                                                               | <b>September 2, 2026</b> |
| <b>NC-2105</b>     | <b>61</b>                            | <p><b>Vending.</b> Vending alcove located post-security on level two near the end of the North Concourse. A variety of snacks and beverages should be provided, including healthy options. Alcove will have access to power, but not plumbing. A small travel essentials vending machine may be included, but food and beverage vending should be prioritized.</p> <p><i>Non-Permitted Items: ATMs, charging kiosks, currency exchange, mail drop boxes</i></p> | <b>September 2, 2026</b> |
| <b>SC-2231</b>     | <b>61</b>                            | <p><b>Vending.</b> Vending alcove located post-security on level two near the end of the South Concourse. A variety of snacks and beverages should be provided, including healthy options. Alcove will have access to power, but not plumbing. A small travel essentials vending machine may be included, but food and beverage vending should be prioritized.</p> <p><i>Non-Permitted Items: ATMs, charging kiosks, currency exchange, mail drop boxes</i></p> | <b>January 2, 2028</b>   |
| <b>Total Space</b> | <b>16,743<br/>(Optional = 1,589)</b> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                          |

<sup>1</sup> All units with a Target Occupancy Date of September 2, 2026 shall open for business to the public coincident with the opening of the new centralized security screening checkpoint.

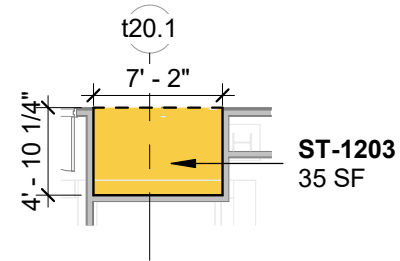
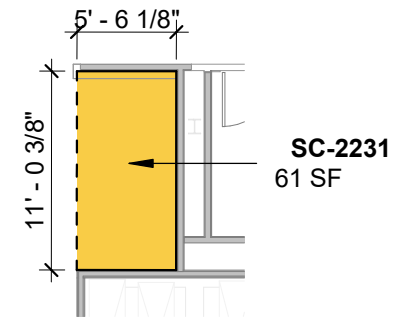
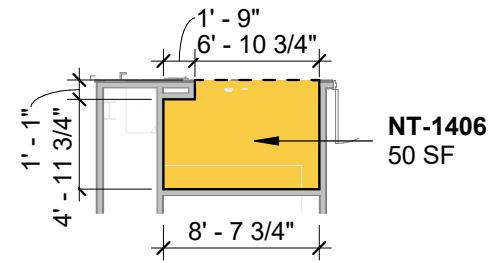
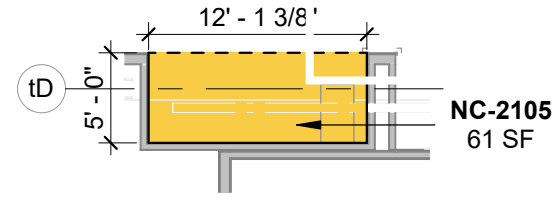
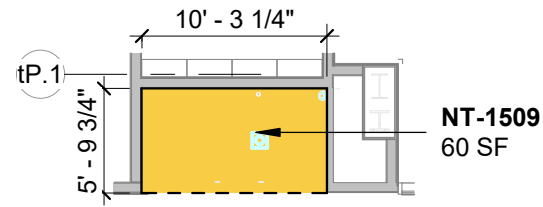
<sup>2</sup> Specific dates to be coordinated between Proposer, the Authority, and the Authority's TMP builder. Proposer may have the option to complete the build-out of SC-2109 prior to January 2028 as long as service can be continually provided with phased construction integrated with the construction impacts to spaces SS-2015 and SS-2016 noted below.

# Food Service and Retail Concessions at Eppley Airfield

## Request for Proposals

### Addendum No. 1

### Attachment 2



**CONCESSIONS LEGEND**

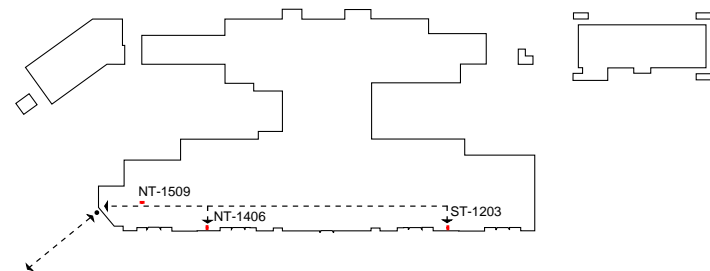
- SUPPLY AIR P.O.C.
- EXHAUST AIR P.O.C.
- KITCHEN VENT P.O.C.
- HOT WATER P.O.C.
- DOMESTIC P.O.C.
- SANITARY P.O.C.

- SOLID WALL
- OPENING

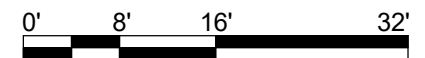
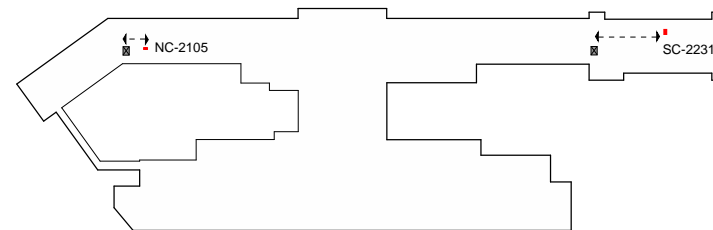
- FOOD SERVICE
- DINING
- CONVENIENCE RETAIL
- SPECIALTY RETAIL
- KITCHEN
- CONCESSION STORAGE
- GOODS/ WASTE FLOW

POWER, GAS P.O.C. TO BE FIELD VERIFIED

**LEVEL 1**



**LEVEL 2**



**VENDING**  
**NT-ST-NC-SC**  
02/29/24