

Food Service and Retail Concessions at Eppley Airfield Request for Proposals Addendum No. 2

May 3, 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. 2, 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 Addendum No. 1 and this Addendum No. 2; and as required in the Draft Lease Agreement. Proposers are required to acknowledge Addendum No. 2 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. The Solicitation Timeline in Section 5, Conditions of the Solicitation, of the RFP is amended to extend the RFP Question Deadline and the Proposal Deadline. Please refer to the revised Solicitation Timeline in Attachment 1 of this Addendum No. 2.
- 2. Exhibit E of the RFP, **Interim Concession Plan**, has been revised and uploaded to the solicitation website (<u>http://www.flyoma.com/concessions</u>).
- 3. The **Package 2 Food Service Concession Opportunities** section of the RFP is amended to reflect a change in the Desired Concept and Menu for unit CP-2353, Quick-Service – Chicken. The Quick Service- Chicken concept may now be a local, regional, or national brand. Please refer to the revised Package 2 table in **Attachment 2** of this Addendum No. 2.
- 4. The unit label in the title box of the lease outline drawing provided in Exhibit D of the RFP for Unit CP-2353 in Package 2 is amended to the following: "CP-2353-QUICK SERVICE-CHICKEN."
- 5. The Package 2 Interim Concession Operations Locations section of the RFP is amended to reflect a change in the *Target Construction Impact date for Units SS-2015 and SS-2016*, the interim Bar with Food, Grab-and-Go, and Branded Coffee concept. The *revised Target Construction Impact Date for these units is March 2027* (also the target opening date of the concessions in the Central Pavilion). After March 2027, the selected proposer for Package 2 may continue to have access to these units for some period, but the space, utilities, and configuration will likely be impacted.
- 6. The first bullet of **Section 5, Conditions of the Solicitation, Minimum Qualifications,** in the RFP is amended to read as follows:

A Proposer for Package 1 must have a minimum of three (3) years of successful and relevant experience in the last six years (2018-2023) in the ownership, marketing, development, operation, and management of multiple retail *and food service* locations in a shopping center, airport, transportation center, mall, street location or other prominent commercial setting with cumulative annual sales for such locations of at least Seven Million Dollars (\$7,000,000). A Proposer for Package 2 must have a minimum of three (3) years of successful and relevant experience in the last six years (2018-2023) in the ownership, marketing, development, operation, and management of multiple restaurants in a shopping center, airport, transportation center, mall, street location or other prominent commercial setting with cumulative annual sales for such locations of at least Ten Million Dollars (\$10,000,000). A food service location is defined as a restaurant that generates at least 75% of its gross revenue from food and beverage sales. Ownership means control of more than



50 percent of the equity of the business. If a Proposer has multiple owners, a majority of the equity must be held by a company(ies) or individual(s) who meets this minimum qualification. Evidence of such prior experience must be presented in the Proposal, including the locations (type and address), annual sales and rent paid per location, square footage per location, and landlord contact information (phone number and email address). Such food service and retail operations must be of a similar or larger size, and scope to those being proposed for the Airport in terms of square footage, number of units, and sales volume.

Clarifications/RFP Responses to Written Questions

The following written questions were submitted by RFP document holders to the Authority between April 11, 2024 and April 26, 2024 (responses to questions received prior to April 11, 2024 are included in Addendum No. 1). Proposers should carefully review all such questions and Authority responses.

Received April 18, 2024

1. For the newsstand concept, are you require specific percentage of category mix? For example, books and magazines represents 30%, Souvenirs 20%, travel essential 10%. Etc.

Response: No, a specific allocation of the product mix was not set in the RFP. However, the types of products desired for each unit are listed in the RFP. (Please refer to the Package 1 Food Service and Retail Concession Opportunities listed in RFP Section 4, Description of Food Service and Retail Opportunities for the desired products). Proposers should consider the information requested in Section 6, Proposal Format and Organization, RFP Section 3 – Concept Development, when preparing the product mix.

2. As the initial investment stated in RFP for Package 1 for retail, the minimum investment \$500 per sq. ft, is this amount include the shop inventory (Merchandise) or only construction cost?

Response: The minimum initial capital investment costs are for the initial build-out of the concession locations. Qualifying capital investment costs include construction of leasehold improvements, furnishings, fixtures, and equipment, architectural design and engineering, and construction management. (Please refer Section 3 D. Capital Investment and Development and Appendix E – Capital Investment Form of the RFP).

3. For the minimum qualification of Package 1 of \$7M accumulative retail sales and food service sales, are the requirement of sales history is combination of both retail and food services concepts? Or do you have 2 specific percentage of sale obligation? For example, retail must be 50% and food 50% of the \$7M, or can it be 90%/10%?

Response: Please refer to the amended Section 5, Conditions of the Solicitation, Minimum Qualifications, in this Addendum No. 2. No specific allocation between food service and retail locations or sales is required.



4. Our plan is to JV with local food and coffee shops, we would like to clarify that we will present one RFP for package 1 but could we have two separate lease agreements for the MAG and percentage rent payment?

Response: No, the Authority intends to award one concession lease agreement to the selected Proposer for each package included in the RFP.

Received April 26, 2024

5. Are there elevation drawings available for each space?

Response: Available elevation drawings pertaining to concession locations are included in Attachment 3 of this Addendum No. 2. Please review these in conjunction with the lease outline drawings.

6. Are there any dwg drawings available for each space?

Response: Please refer to the response to Question 5.

7. Are there any renderings or drawings available for the interior design of the new terminal?

Response: The Authority has uploaded renderings of the Terminal Modernization Program to the Build OMA website (<u>https://www.buildoma.com</u>).

8. Are there any renderings illustrating the food hall design to include materials list?

Response: Photographs of the material boards for the terminal are included in Attachment 4 of this Addendum No. 2. Please also refer to the response to Question 7.

9. Does the food hall need to be fully designed to include structure, ceiling, floor and wall finishes or is just a seating plan illustrating chosen amenities required?

Response: The food hall seating area floor and ceiling will be included in the base building and will not be the responsibility of the Proposer. Demising walls between the in-line food hall units (units CP-2352 and CP-2353) will also be included in the base building. Proposers must provide full design, materials, and capital investment information for the food service units in the food hall. Design, materials, and capital investment information should be provided for the proposed food hall furnishings. (Please refer to Section 6, Proposal Format and Organization, RFP Section 8 - Design, Materials, and Capital Investment of the RFP; and Section 3.1.4, Food Service Design Standards, Subsection A.8, Food Hall Seating of the Tenant Design Guidelines).

10. Is there an updated design criteria manual for this new terminal and spaces to include mood boards?

Response: The Tenant Design Guidelines are posted on the solicitation website (<u>http://www.flyoma.com/concessions</u>). Please also refer to the responses to Question 7 and Question 8.



11. In response to Question 1 of Addendum No. 1 issued April 19, 2024 the Authority stated "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)." In the RFP and in Attachment 1 to Addendum No. 1 Spaces CP-2351, SC-2120, and SC-2220 are shown as Optional. Do the optional spaces in Package 2 remain optional, or are they now required?

Response: Optional units in Package 2 remain optional. Proposals must include all non-optional units in Package 2 to be considered responsive to the RFP.

12. Question #1 – Section 2.3, under bullet point "Private Entities", Regarding "CPA-prepared and compiled financial statements". Could internally prepared financial statements or even tax returns, similar to verbiage included under section 5, Financial Capability (page 5-6) be provided in lieu of CPA prepared financial statements if they are not available?

Response: The requirements of Section 2.3, Financial Capability, remain as stated in the RFP.

13. Is the Authority willing to consider changing its requirement of 7 days a week operation for the National Chicken concept?

Response: No. Please refer to Item 3 of this Addendum No. 2 regarding the amended concept description for the Quick Service – Chicken in Unit CP-2353.

14. Would the Authority consider a one month extension of the submission date?

Response: The Authority has extended the Proposal Deadline. Please refer to Item 1 and Attachment 1 of this Addendum No. 2.

15. Does the JV Operating Agreement need to be executed or is draft format acceptable?

Response: If the proposing organization is a joint venture, then a copy of the fully executed joint venture agreement must be submitted in the proposal. (Please refer to Section 6, Proposal Format and Organization, Subsection 2.1, Proposing Organization).

16. Does the airport have pouring rights?

Response: No, the Authority does not have a pouring rights agreement.

17. Does the airport have a dock master for receiving?

Response: No, the Authority does not have a dock master.

This Addendum No. 2 shall be effective as of May 3, 2024.

5 CONDITIONS OF THE SOLICITATION

Solicitation Timeline (updated May 3, 2024)

The Authority intends to generally follow the solicitation timeline shown below. The Authority reserves the right to extend or change any of the dates shown at its sole discretion.

Task	Prospective Date(s)	
RFP Issued	March 18, 2024	
Pre-Proposal Conference Registration Deadline	April 2, 2024	
Pre-Proposal Conference and Terminal Walkthrough	April 9, 2024, 10:00 a.m. Central Time	
RFP Question Deadline	May 17, 2024	
Proposal Deadline	July 16, 2024, 2:00 p.m. Central Time	
Proposer Interviews, if necessary	August 21-22, 2024	
Notice of Intent to Award	September 5, 2024	
Concession Agreement Signed by Selected Proposer	September 12, 2024	
Concession Agreement Signed by Authority	September 18, 2024	
Finalize Transition Plan	September – December 2024	
Commencement of Interim Operations	January 1, 2025	

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.

		Package 2	
Lease Term: January 1, 2025 through February, 28, 2042 (or later as specified in Lease Agreement)			
Third Caler	Third Calendar Year Minimum Annual Guarantee: \$1,050,000		
 For Ref Ver Sea 	tail Units - \$500 nding-\$100 per ating - \$200 per Midterm Reinve	- \$600 per Sq. Ft. per Sq. Ft. Sq. Ft.	
Unit No.	Approximate Sq. Ft.	Desired Concept and Menu	Target Occupancy Date ¹
NT-1422	935	Quick Service – Deli.Local, regional, or national brand quickservice deli offering made-to-order sandwiches and wraps forconvenient takeaway.Deli should offer side dishes, salads,desserts, and cold canned and bottled beverages, including juiceand water.Breakfast sandwiches should be offered in the morningalong with coffee and tea drinks.A small seating area or counter should be accommodated withinthe space.Non-Permitted Items:alcoholic beverages; any merchandise notassociated with the brand; vending machines	September 2, 2026
CP-2352	817	Quick Service – Asian. 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. <u>Non-Permitted Items:</u> alcoholic beverages; vending machines	September 2, 2026
CP-2353	1,033	Quick Service – Chicken. Local, regional, or 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.	September 2, 2026

1		ATTACHMENT 2	
		<u>Non-Permitted Items:</u> alcoholic beverages; vending machines	
		<i>OPTIONAL – This unit may be proposed as described below at the Proposer's discretion.</i>	
CP-2351	414	Quick Service – Healthy. 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.	September 2, 2026
		Note: This unit will not have cooking exhaust vent.	
		Non-Permitted Items: alcoholic beverages; vending machines	
СР-2350	4,486	Food Hall Seating. 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.	September 2, 2026
		<u>Non-Permitted Items:</u> food, beverage and retail products for sale; vending machines	
СР-2356	2,780	Gourmet Market with Bar and Deli. 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. 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.	September 2, 2026
		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. <u>Non-Permitted Items:</u> merchandise not associated with the brand; vending machines	

		ATTACHMENT 2	
CP-2338	316	Candy. Locally branded candy shop offering bulk and boxed confectionery products. <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> <u>Non-Permitted Items:</u> alcoholic beverages; typical newsstand products; merchandise not associated with the brand; vending machines	September 2, 2026
NC-2102	782	Quick Service – Burger. 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. <u>Non-Permitted Items:</u> alcoholic beverages; vending machines	September 2, 2026
NC-2103	1,909	Bar with Food . 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.	September 2, 2026
SC-2120 and SC-2220	SC-2120: 700 SC-2220: 475	vending machinesOPTIONAL – This unit may be proposed as described below at the Proposer's discretion.Local Bar with Food and Prep Kitchen. 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.Unit SC-2220 has been assigned as a prep kitchen for this bar, as Unit SC-2120 will not have cooking exhaust.Non-Permitted Items: with the brand; vending machines	SC-2120: January 2, 2028 ² SC-2220: September 2, 2026

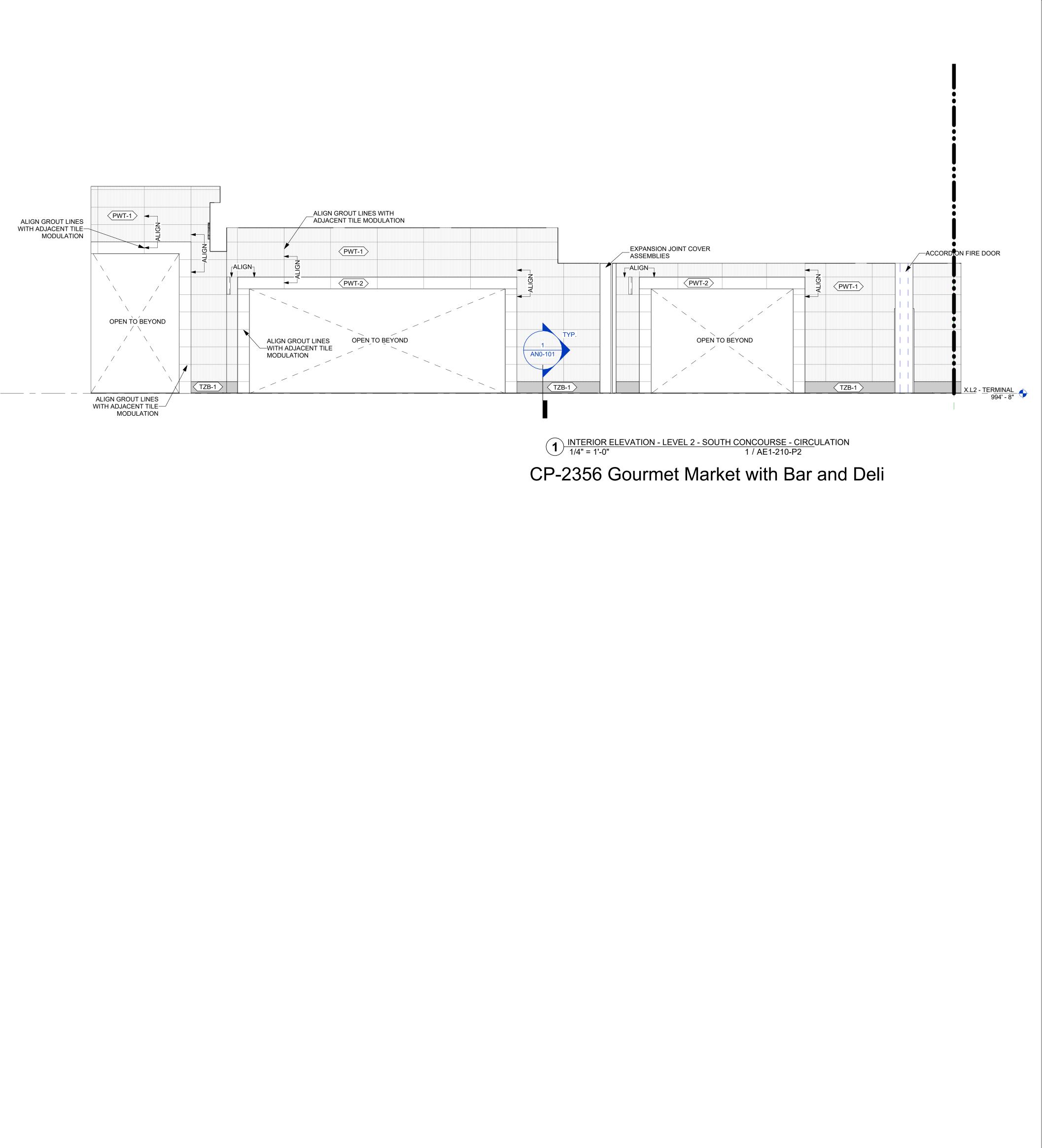
		ATTACHMENT 2	
SC-2109	700	Local Gourmet Coffee.Locally branded gourmet coffee conceptserving freshly brewed hot and cold coffee and tea drinks and coldbottled beverages.A selection of pre-packaged snacks,sandwiches, salads, branded yogurts, fruit, and baked goodsshould be available for carry-out in convenient packaging.Breakfast options, such as hot breakfast sandwiches, oatmeal,fruit, branded yogurt, and baked goods must be provided.Limited counter seating or bistro tables should be accommodatedwithin the lease lines.Non-Permitted Items:alcoholic beverages; merchandise notassociated with the brand; vending machines	January 2, 2028 ²
SC-2112	2,718	Fast Casual Mexican with Bar. 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. <u>Non-Permitted Items:</u> merchandise not associated with the brand; vending machines	June 3, 2027
NT-1509	60	Vending indefinites Vending. 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. <u>Non-Permitted Items</u> : ATMs, charging kiosks, currency exchange, mail drop boxes	September 2, 2026
NT-1406	50	Vending.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.Non-Permitted Items:ATMs, charging kiosks, currency exchange, mail drop boxes, retail vending	September 2, 2026

	-	ATTACHMENT 2	
ST-1203	35	Vending.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.Non-Permitted Items:ATMs, charging kiosks, currency exchange, mail drop boxes, retail vending	September 2, 2026
NC-2105	61	Vending.Vending alcove located post-security on level two nearthe end of the North Concourse.A variety of snacks and beveragesshould be provided, including healthy options.Alcove will haveaccess to power, but not plumbing.A small travel essentialsvending machine may be included, but food and beverage vendingshould be prioritized. <u>Non-Permitted Items:</u> ATMs, charging kiosks, currency exchange,mail drop boxes	September 2, 2026
SC-2231	61	Vending.Vending alcove located post-security on level two nearthe end of the South Concourse.A variety of snacks and beveragesshould be provided, including healthy options.Alcove will haveaccess to power, but not plumbing.A small travel essentialsvending machine may be included, but food and beverage vendingshould be prioritized.Non-Permitted Items:ATMs, charging kiosks, currency exchange,mail drop boxes	January 2, 2028
Total Space	16,743 (Optional = 1,589)	(Data of Contomber 2, 2026 chall once for business to the public coincident with the e	

¹ 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.

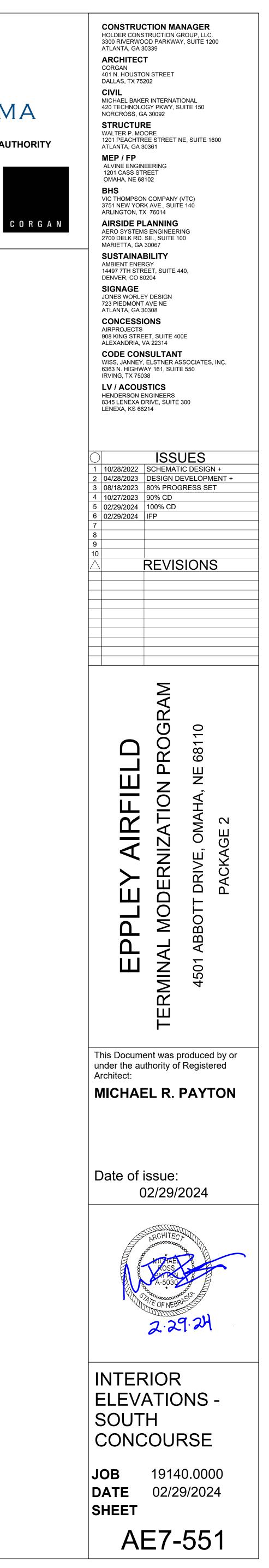
² Specific dates to be coordinated between Proposer, the Authority, and the Authority's TMP builder. Proposer may have the option to complete the build-out of SC-2109 prior to January 2028 as long as service can be continually provided with phased construction integrated with the construction impacts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

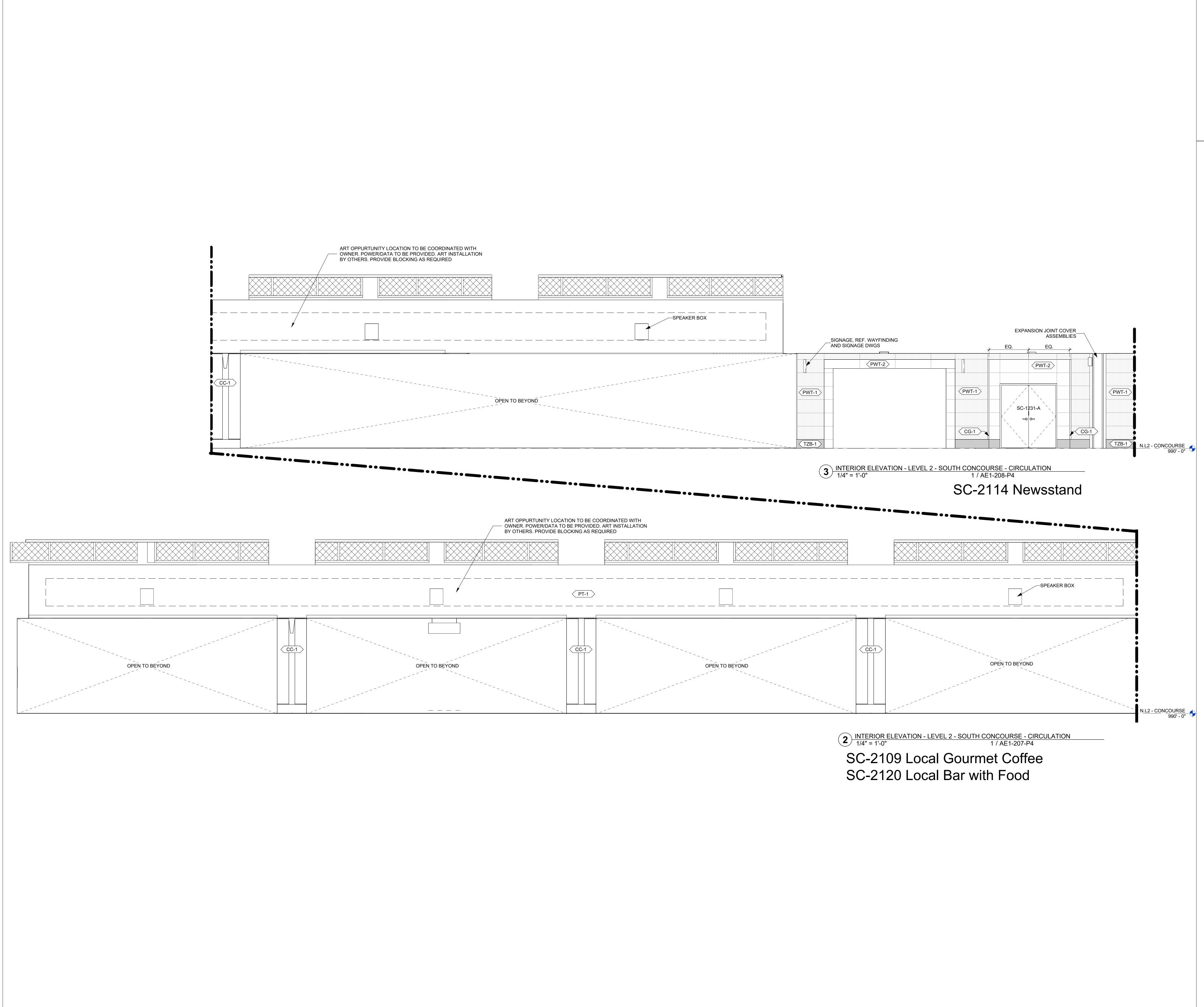
Addendum No. 2 **Attachment 3**





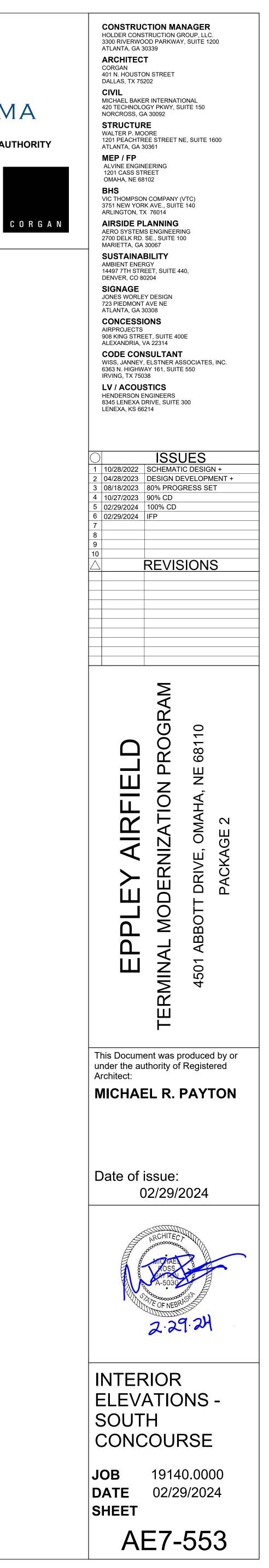


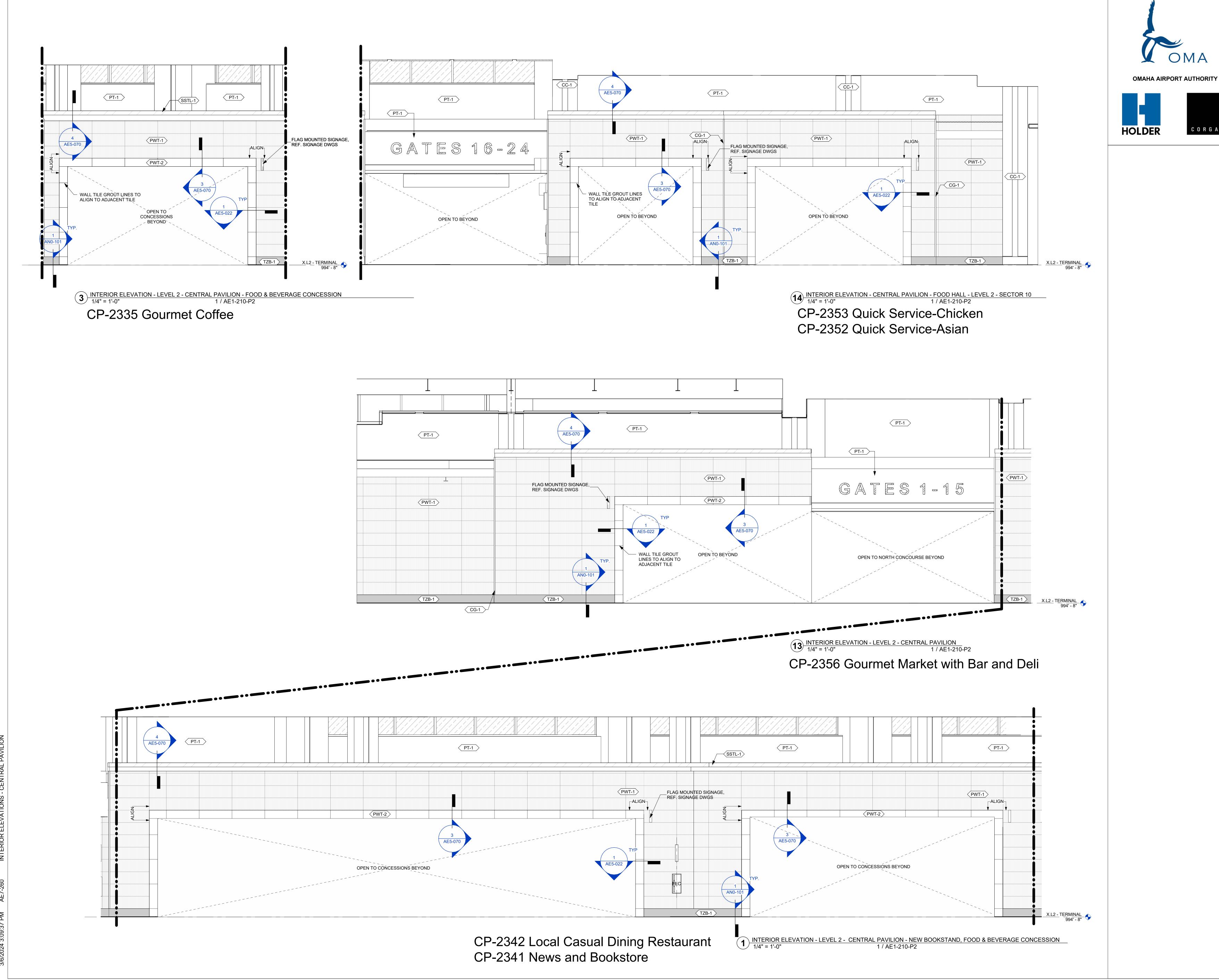


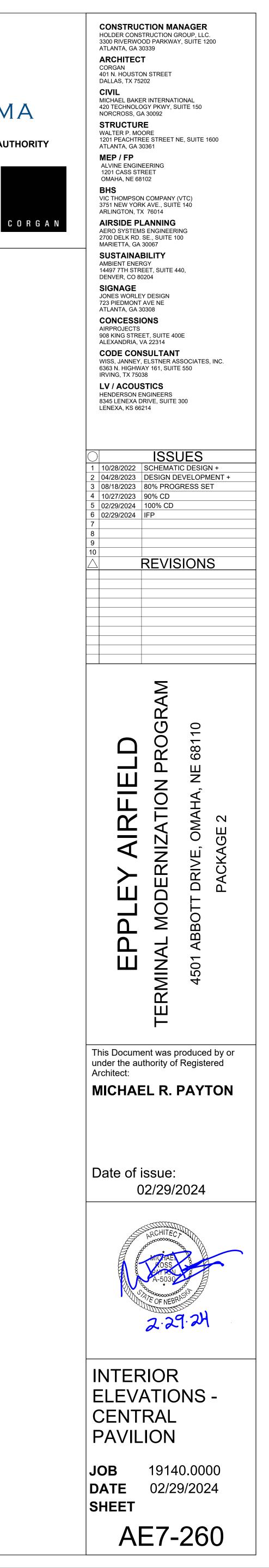


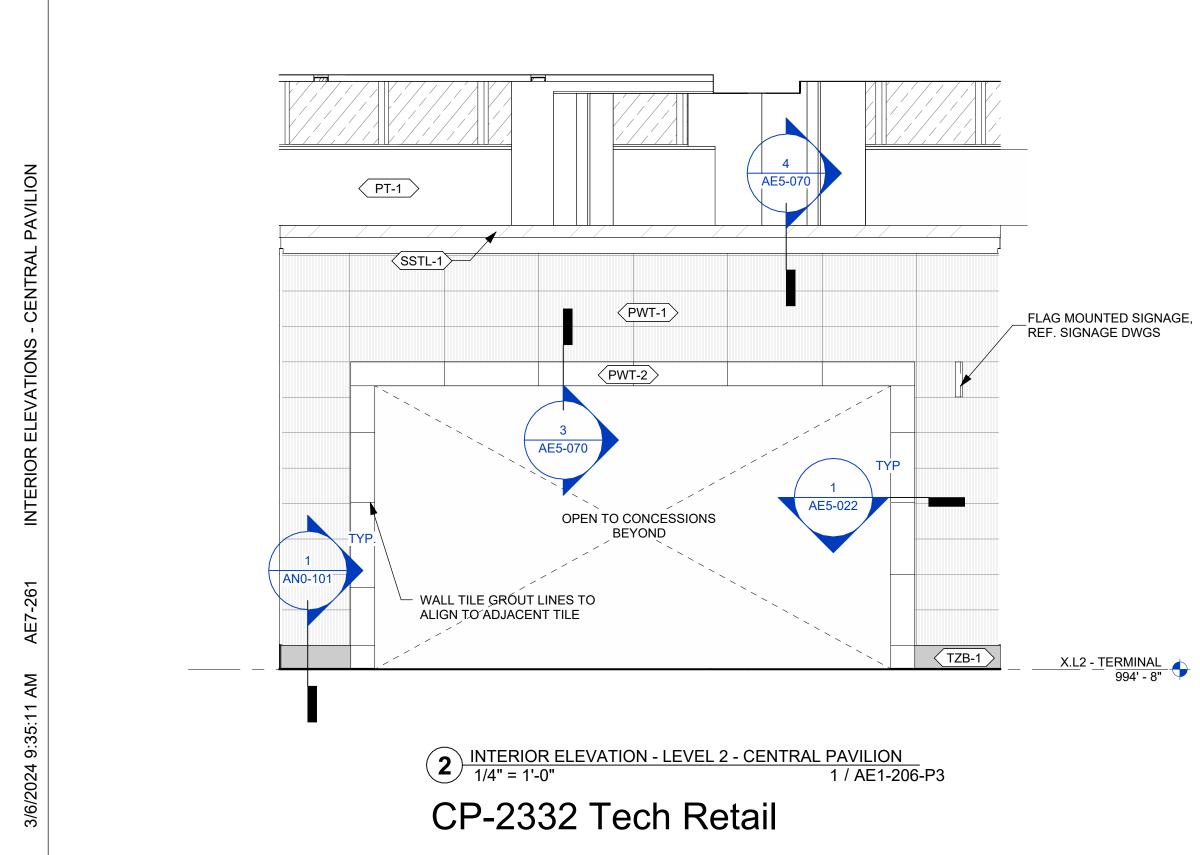




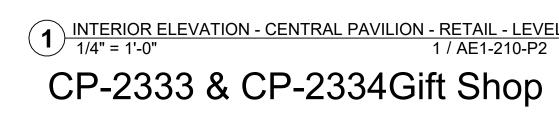


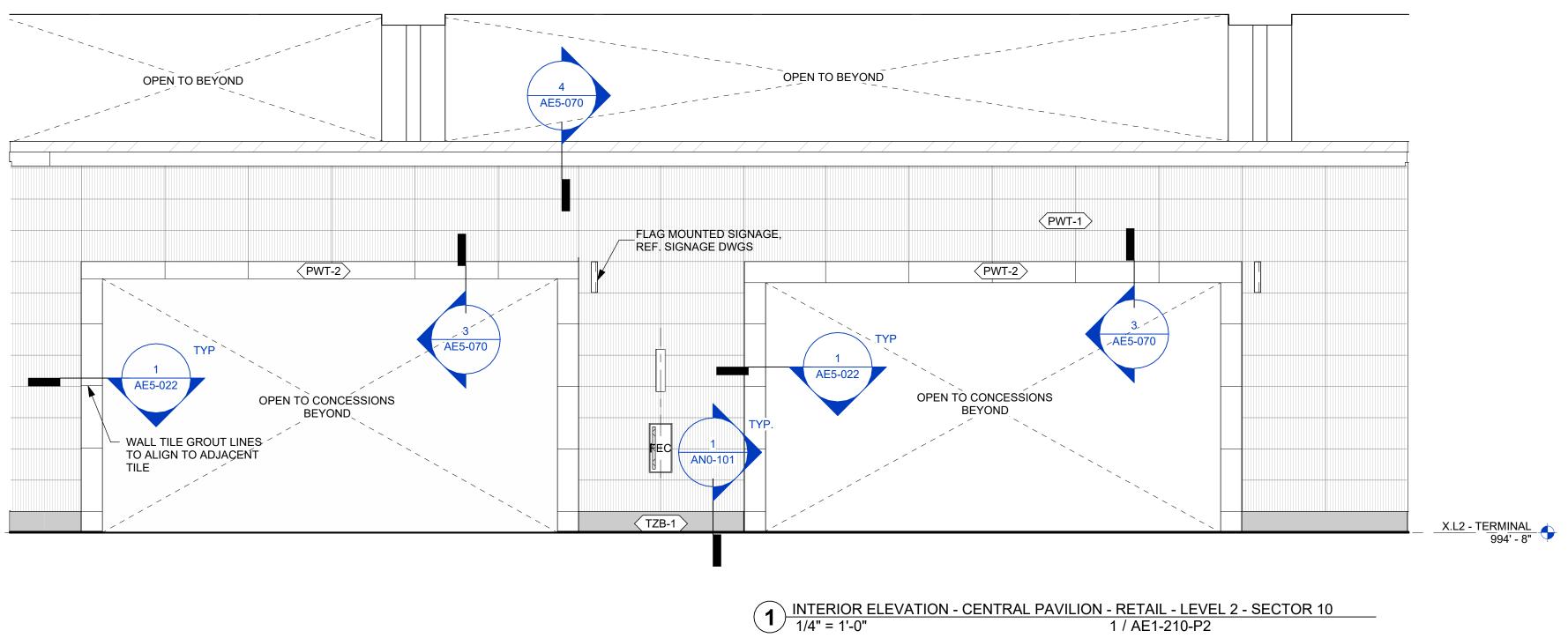








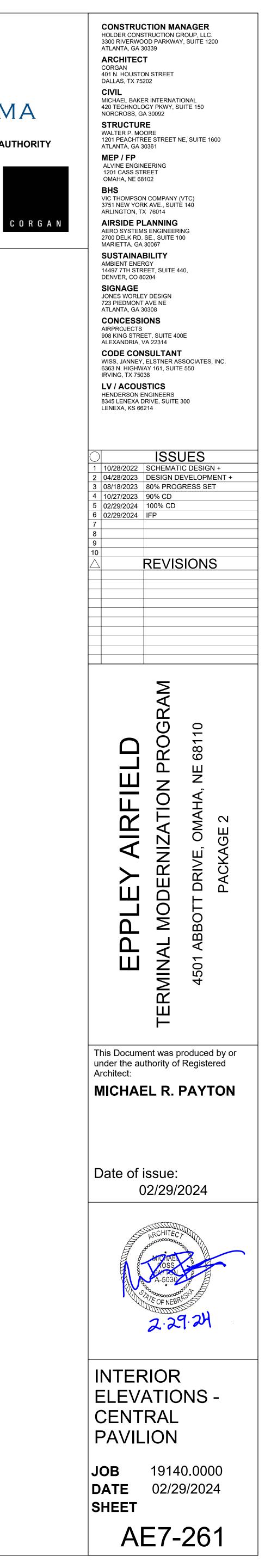


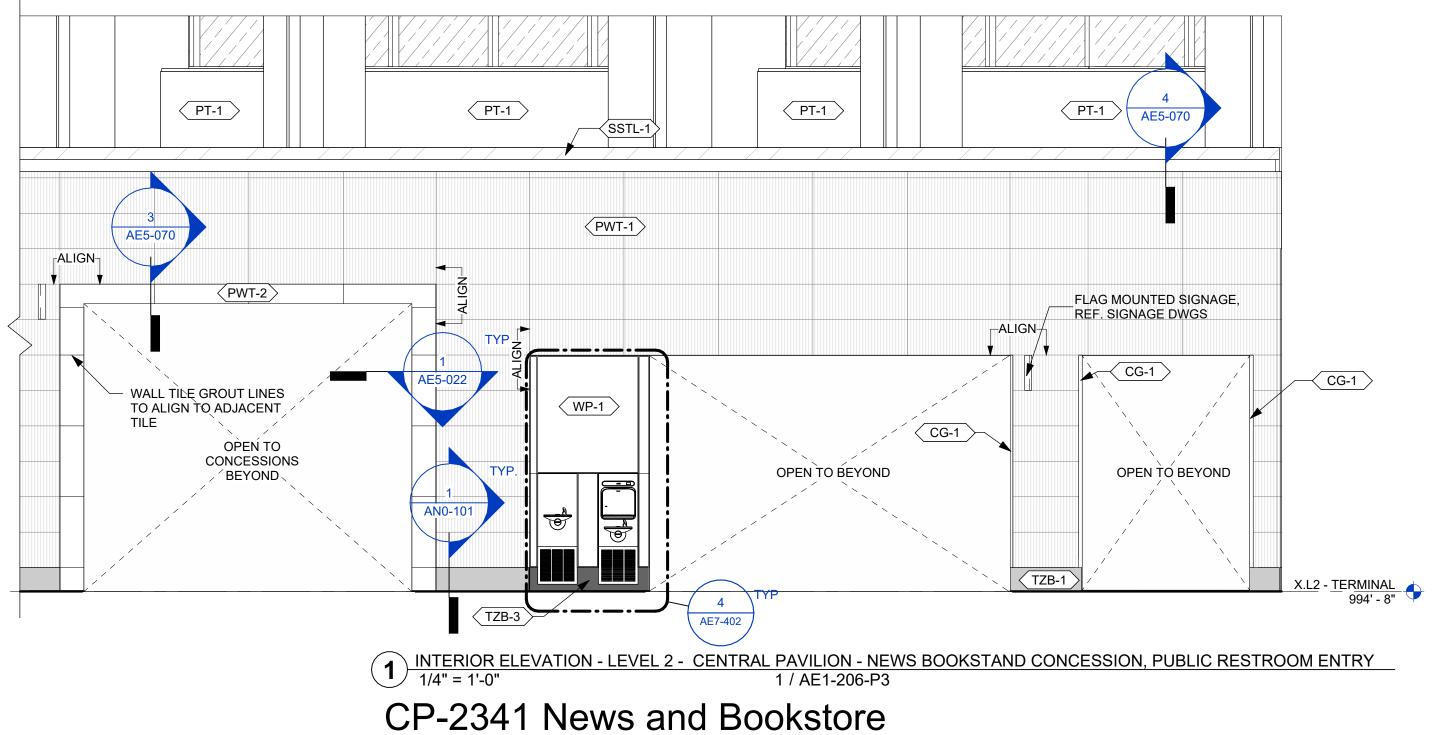




OMAHA AIRPORT AUTHORITY



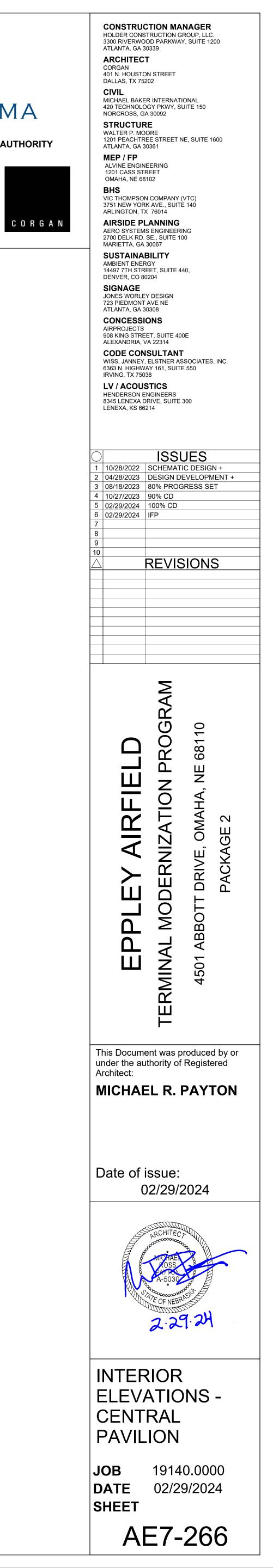


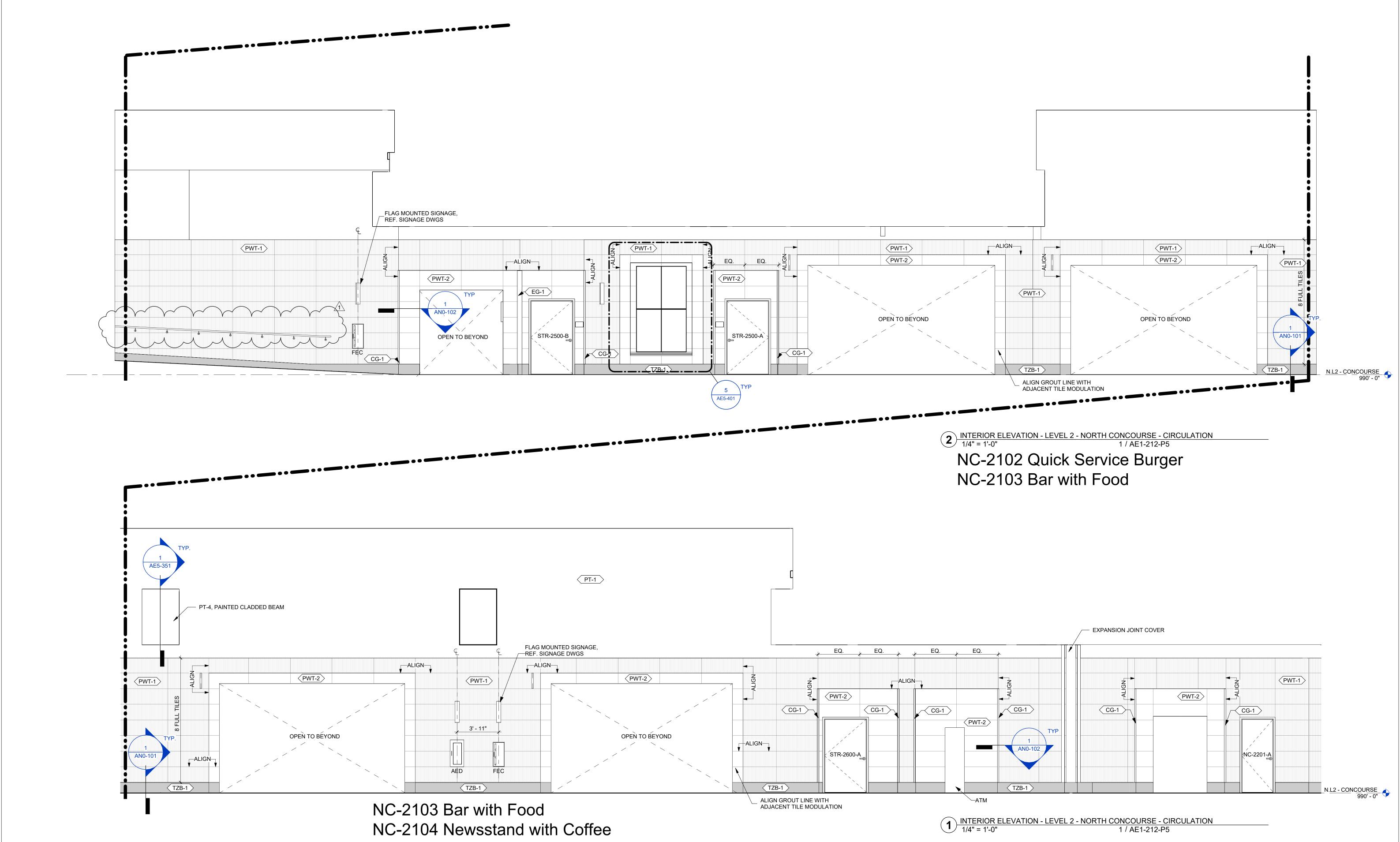


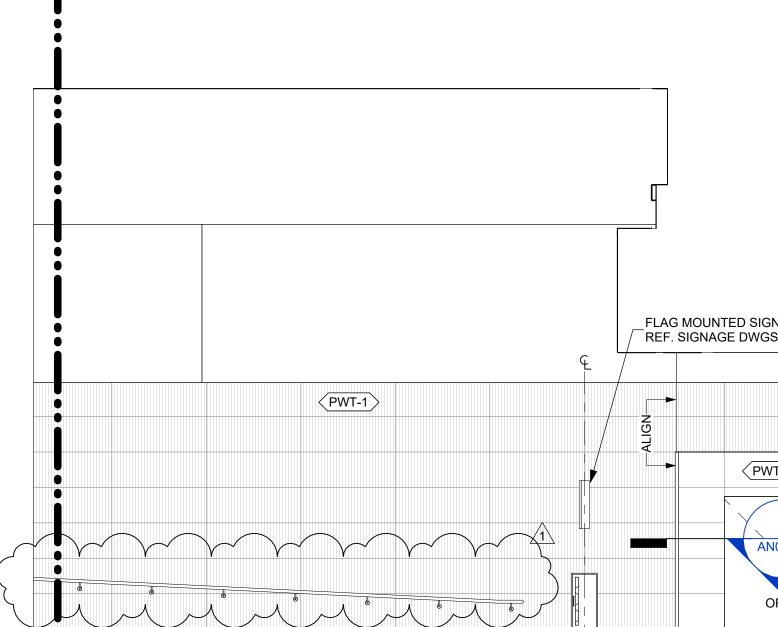


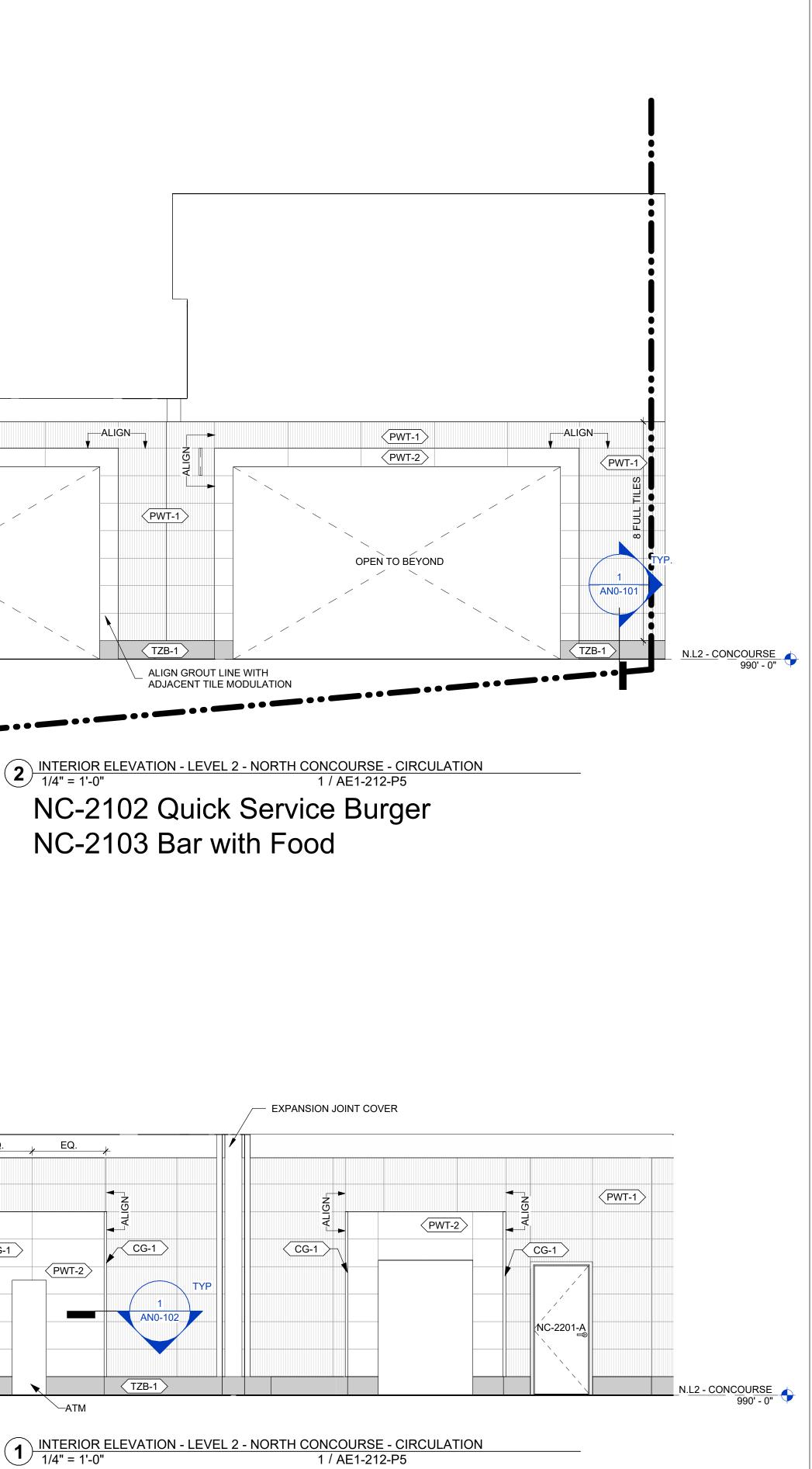
OMAHA AIRPORT AUTHORITY

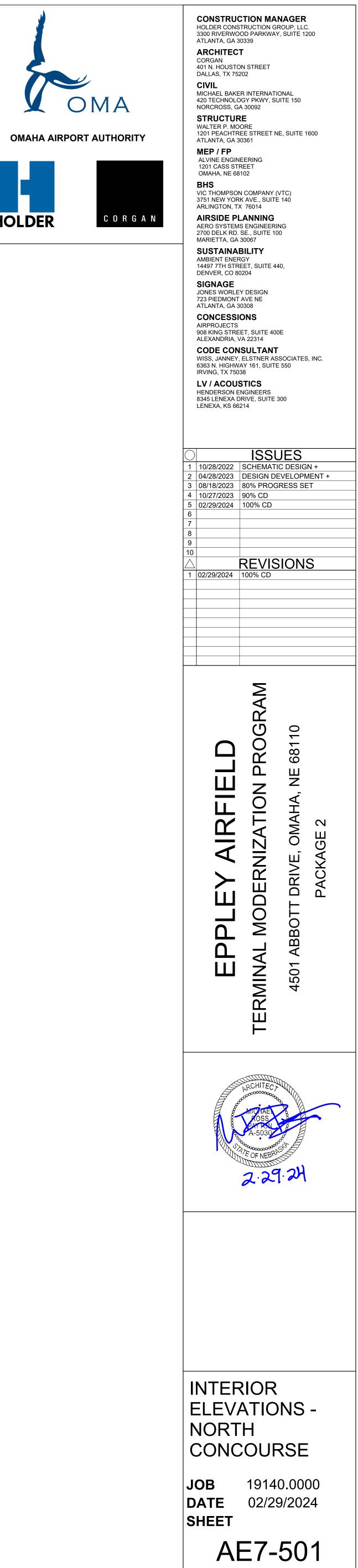














ADDENDUM NO. 2

ATTACHMENT 4

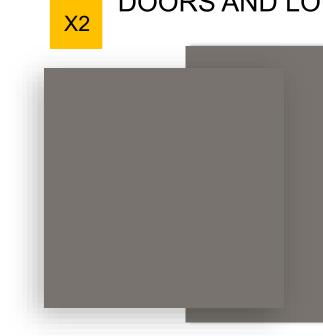
Proposed Finishes and Materials Boards

NOTE: GLASS AND METALLIC FINISHES ARE HIGHLY DYNAMIC, AND THEIR APPEARANCE WILL CHANGE SIGNIFICANTLY DEPENDING ON LIGHT CONDITIONS

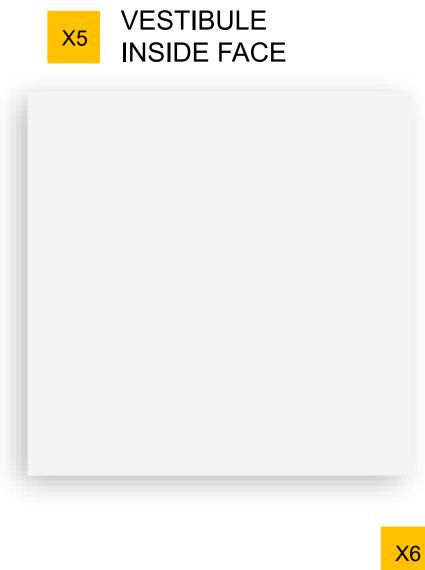


X1 EXISTING BRICK EXTERIOR AIRSIDE DOORS AND LOUVERS









CANOPY METAL (NIC)









METAL PANEL AND CURTAINTWALL

X3



PROPOSED FINISHES AND MATERIALS | EXTERIOR

OMA TERMINAL MODERNIZATION PROGRAM | 02/29/2024















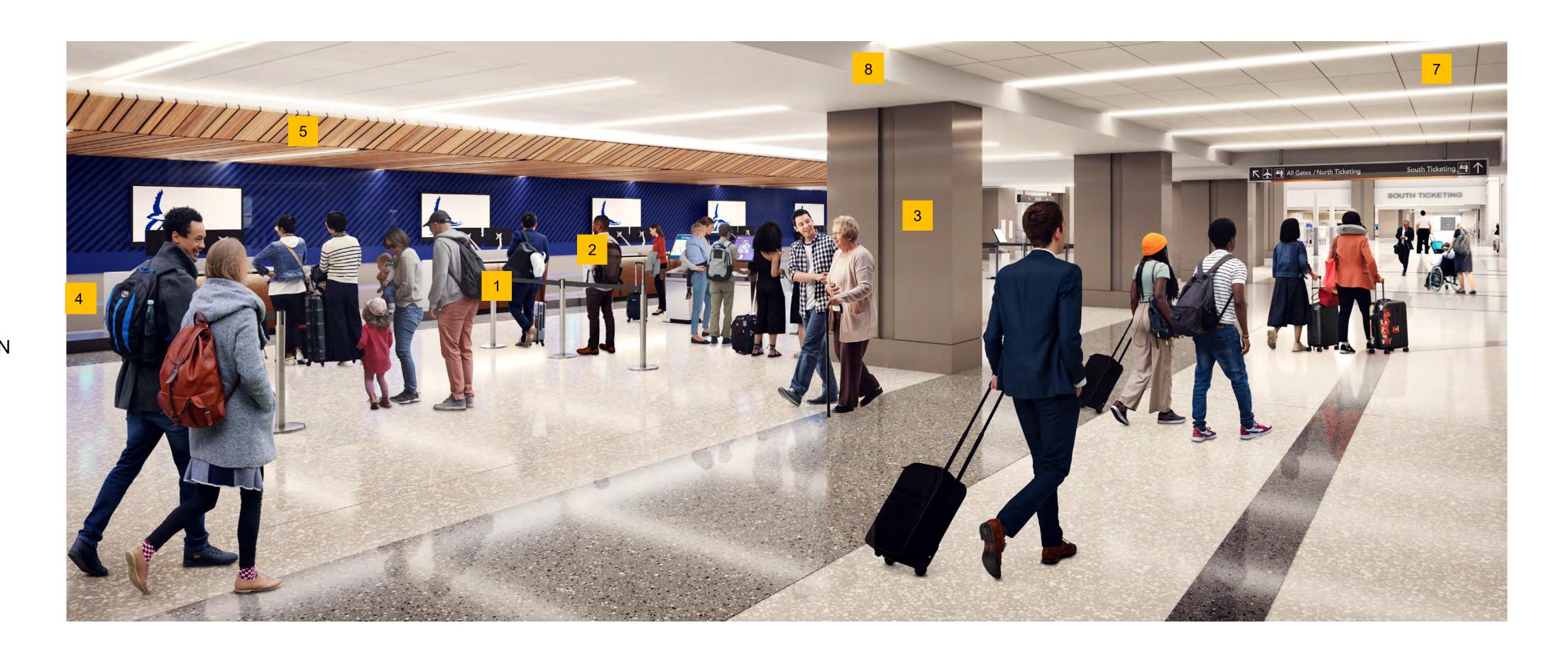
4 STAINLESS WALL PROTECTION



5 WOOD-LOOK METAL CEILING



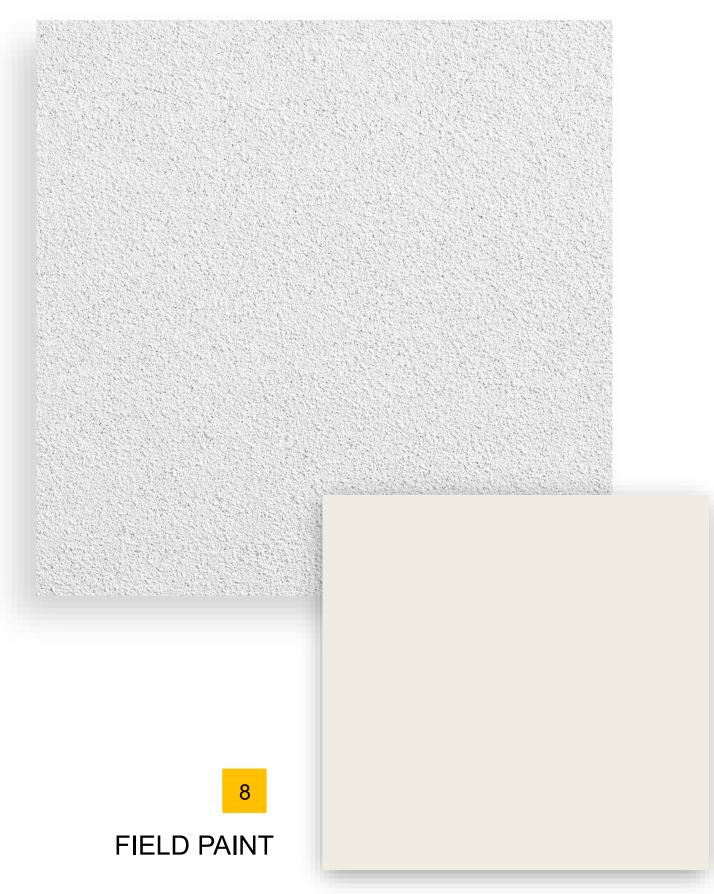
6 ELEVATOR GLASS CLADDING

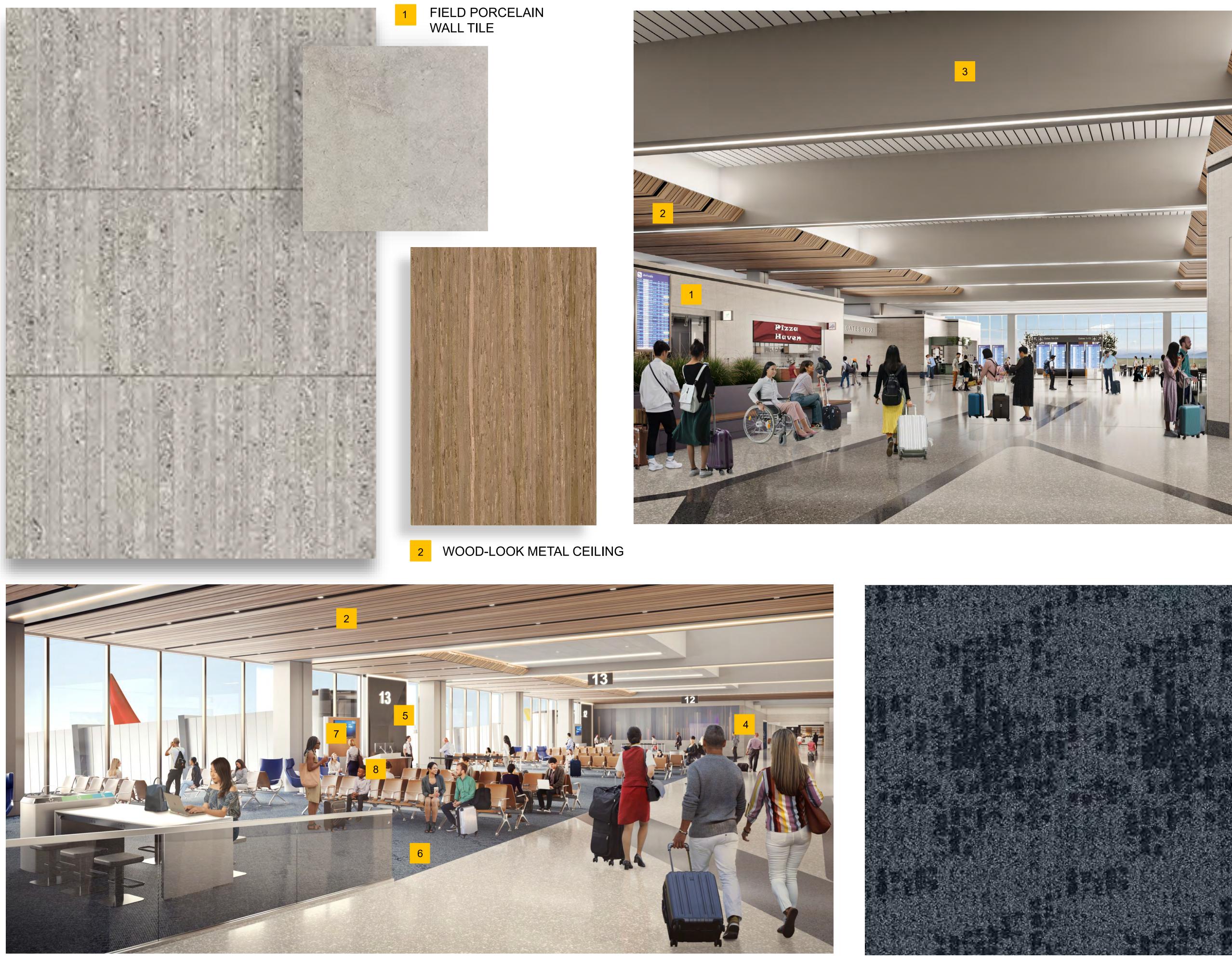


PROPOSED FINISHES AND MATERIALS | LANDSIDE PUBLIC

OMA TERMINAL MODERNIZATION PROGRAM | 02/29/2024











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PROPOSED FINISHES AND MATERIALS | AIRSIDE PUBLIC

OMA TERMINAL MODERNIZATION PROGRAM | 02/29/2024

