



Advertising Concession at Eppley Airfield Request for Proposals

Addendum No. 2

November 4, 2025

The following changes, additions, and/or clarifications to the Request for Proposals (RFP) for an Advertising Concession at Eppley Airfield dated October 9, 2025 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 (to be issued in an addendum). Proposers are required to acknowledge Addendum No. 2 in their Proposals. Failure to acknowledge any addendum on the Addenda Acknowledgment Form included as Appendix F of the RFP may result in the Proposal being declared non-responsive.

Amendments

1. **Appendix G – Prohibition on Exclusive Sub-Concessionaire, Prospective Sub-Concessionaire, and Local Operator/Vendor Form** has been amended to remove all ACDBE references. An amended Appendix G has been uploaded to the solicitation website.

<https://www.flyoma.com/concessions>.

2. **Section 6.14, RFP Section 13 – Certification and Execution**, is amended to include the submission of Appendix G:

6.14 RFP Section 13 – Certification and Execution

Complete the Prohibition on Exclusive Sub-Concessionaire, Prospective Sub-Concessionaire, and Local Operator/Vendor Form and Proposal Certification form attached as Appendix G and Appendix I, respectively, to the RFP.

3. The definition of “Chief Financial Officer” listed under **Section 2 Definitions** of the RFP is amended as follows:

Chief Financial Officer or CFO – The individual designated to act as coordinator and manager of this RFP and Lease Agreement to be awarded on behalf of the Authority. The CFO may from time to time designate a representative to fulfill certain tasks associated with concession leases and solicitations.

4. The Midterm Refurbishment date listed under Section 3.4.B, Capital Investment and Development, is amended as follows:

A minimum of fifteen percent (15.0%) of the Initial Investment Amount shall be invested in the Assigned Locations as the Midterm Reinvestment for **Midterm Refurbishments no later than the end of the sixth calendar year after the Commencement Date**. Midterm Refurbishments shall be completed in accordance with the Tenant Design Guidelines and include without limitation all refinishing, repairing, repainting, and replacing of displays necessary to keep the Leased Premises in an “Opening Day” condition. Selected Proposer shall submit a plan and a schedule for the Midterm Refurbishment to the Authority for review and approval no later than December 31, 2031.

5. Section 3.4.E, Prohibition on Exclusive Sub-concessionaire, ACDBE, and Local Business Agreements on page 3-7 of the RFP is amended as follows:

Section 3.4.G. Prohibition on Exclusive Sub-concessionaire and Local Business Agreements

Proposers must certify that they have not imposed any condition on any sub-concessionaire, prospective sub-concessionaire, or local operator that seeks to restrict the ability of such sub-concessionaire or operator to participate as a sub-concessionaire, licensor or product vendor using the same brand, product, service or otherwise, with any other Proposer that may submit a Proposal in response to this Advertising Concession RFP or any other Airport concession RFP issued by the Authority. The following are excluded from this provision:

- Exclusive joint venture partnerships
- Exclusive licenses with national brands
- Proposer requirement that prospective sub-concessionaires or local operators enter into appropriate nondisclosure agreements governing proprietary information provided by Proposer related to this RFP process

Appendix G – Prohibition on Exclusive Sub-Concessionaire, Prospective Sub-Concessionaire, and Local Operator/Vendor Form of this RFP should be completed and submitted with Proposal Section 13.

6. **Attachment 1 of this Addendum No. 2** includes a utility matrix with information regarding the provision of power and data by the Authority, as available.
7. **Attachment 2 of this Addendum No. 2** includes a list of Pre-Proposal Conference attendees.
8. A revised **Exhibit C – Advertising Concession Plan** has been uploaded to reflect the correct location of CS-9.

Clarifications/RFP Responses to Written Questions

The following written questions were submitted by RFP document holders to the Authority on or before October 29, 2025. Proposers should carefully review all such questions and Authority responses.

Received October 20, 2025

1. The link to Appendix B.2 – Pro Forma Template appears to be invalid. Please repost the correct version of the form or provide an updated link.

Response: *The Appendix B.2 Pro Forma Template link has been fixed and can be accessed through the solicitation website (<https://www.flyoma.com/concessions>).*

2. Appendix C (Draft Lease Agreement) is noted as “to be posted at a later date.” We respectfully request that proposers be allowed a minimum of one week to submit questions following its release.

Response: *The Authority will extend the RFP Question Deadline for questions pertaining to the Advertising Concession Lease once the draft Lease Agreement is issued.*

3. Please provide renderings and images from the Terminal Modernization Program design documentation that may be used to prepare the required advertising display renderings for inclusion in our proposal.

Response: *Available Terminal Modernization Program renderings can be accessed at [BuildOMA.com](https://www.flyoma.com). Renderings of the new food service and retail concession program are available in the Pre-Proposal Conference presentation and can be accessed through the solicitation website (<https://www.flyoma.com/concessions>).*

4. Please confirm that RFP Section 11 has been purposely omitted from Section 6 – Proposal Format and Organization.

Response: *Please refer to Section 1 of Addendum No. 1.*

5. Please clarify under which Section or Tab the Appendix G – Prohibition on Exclusive Sub-Concessionaire, Prospective Sub-Concessionaire, and Local Operator/Vendor Form should be submitted within the proposal.

Response: *Please refer to Amendment No. 7 of this Addendum No. 2 (above). Appendix G – Prohibition on Exclusive Sub-Concessionaire, Prospective Sub-Concessionaire, and Local Operator/Vendor Form of this RFP should be completed and submitted with Proposal Section 13.*

Received October 21, 2025

6. Page 1-1, Section 1: As it is crucial for the Selected Proposer to have exclusive rights to the locations identified under the lease agreement, will the Authority consider granting exclusive rights to the Assigned Locations and Additional Locations to the Selected Proposer?

Response: *It is the Authority’s intention to grant exclusive rights to the Selected Proposer for the Assigned Locations, notwithstanding the Authority’s right to remove, reduce, or relocate any leased premises according to Appendix C – Draft Lease Agreement.*

7. Page 2-1, Section 2: Would the Authority please confirm that the Chief Financial Officer (or CFO) referred to is a representative of the Authority and not the proposer?

Response: *Please refer to Amendment No. 5 of this Addendum No. 2 (above). The Chief Financial Officer or CFO is the individual designated to act as coordinator and manager of this RFP and Lease Agreement to be awarded on behalf of the Authority.*

8. Page 3-2, Sections 3.1 and 6.12: Would the Authority extend the period between Lease Agreement award and Lease Agreement execution from five (5) business days to ten (10) business days to allow for interdepartmental signoffs and internal approvals?

Response: *The Authority will attempt to extend the period between the Notice of Intent to Award and Concession Agreement Signed by Selected Proposer based on the overall schedule and timing of this solicitation process. The Authority must present a lease signed by the Selected Proposer to the Authority Board by February 17, 2026.*

9. Page 3-4, Section 3.4.B: The section states “Amount shall be invested in the Assigned Locations as the Midterm Reinvestment for Midterm Refurbishments no later than June 30, 2032”. The useful life of our LED products is 7 years, which does not align with the date provided. Can the date of the Midterm Refurbishments align with the useful life of our products?

Response: *Please refer to Amendment No. 6 of this Addendum No. 2 (above). A minimum of fifteen percent (15.0%) of the Initial Investment Amount shall be invested in the Assigned Locations as the Midterm Reinvestment for Midterm Refurbishments no later than the end of the sixth calendar year after the Commencement Date.*

10. Page 3-4, Sections 3.4.A and 3.4.B: The term “Support Space” is used. What does “Support Space” refer to? Is it another term for the Provisional Location (SC-2221) noted on page 4-4?

Response: *Support Space is not the Provisional Location. Support Space (SC-1211) is available for concessionaire storage (please refer to Page 4-4 of the RFP). The Provisional Location would be allocated for advertising displays or exhibits, as noted on Page 4-4 of the RFP.*

11. Sections 3.4.B, 3.4.D, and 4.1: These reference that the Authority will provide utility access to each location so that the Selected Proposer need only be responsible for making the required connections. Please confirm that the Authority will coordinate with the Selected Proposer to ensure adequate power and data infrastructure is supplied for each installation.

Response: *The Authority has included power and data to numerous locations to facilitate the advertising installations. The locations and capabilities are shown in Attachment 1, Utility Matrix, of this Addendum No. 2. Any additional power or data requirements will be the responsibility of the Selected Proposer.*

12. Page 3-7, Section 3.4.E: Does the Authority require that the Proposer draft a separate certification statement under Section 3.4.E? Or is this requirement satisfied by submitting Appendix G on page 10-16 of the RFP?

Response: *Please refer to Amendment No. 7 of this Addendum No. 2 (above). The requirements under Section 3.4.E (amended to 3.4.G) – Prohibition on Exclusive Sub-concessionaire and Local Business Agreements should be fulfilled through the signing of Appendix G.*

13. Page 4-1, Section 4.1: Are the display types indicated on the Assigned Location spreadsheet required to be installed? Or may proposers suggest alternative display types if deemed a better solution?

Response: Yes, the Selected Proposer is required to provide the display types indicated in the RFP for each Assigned Location listed in Section 4.1, Advertising Program Description. Proposers may suggest alternative display types for consideration by the Authority that conform to the dimensions provided in the RFP. Proposers must submit additional forms, as needed, if any proposed alternative display type(s) impact the proposed capital investment, financial offer, or pro forma. Additional forms shall be clearly labeled as an "Alternative Submission." The Authority will consider alternative display types at its sole discretion.

14. Page 4-1, Section 4.1: Are proposers required to develop every location indicated on the Assigned Location Spreadsheet and Exhibit C Advertising Concession Plan maps? Or can proposers elect not to develop some areas if they choose?

Response: The requirement is that a Selected Proposer will develop every location indicated under Assigned Locations in Section 4.1, Advertising Program Description. If a Proposer does not believe that an Assigned Location and/or display type is viable, then Proposer shall propose an "Alternative Submission," including additional forms, as needed, if any proposed alternatives impact the proposed capital investment, financial offer, or pro forma. Additional forms shall be clearly labeled as an "Alternative Submission." The Authority will consider alternative display types at its sole discretion.

15. Page 4-3, Section 4.1: Has the Authority pre-determined dates, periods, and/or events that "ad hoc/special campaign/seasonal basis" locations are available to sell?

Response: No. Proposers should provide examples of ad hoc/special campaign/seasonal events during which advertisers may be interested in purchasing new/additional advertising displays in these designated locations. Historically, special campaigns have been focused on visitor travel around major events, such as the Berkshire Hathaway Annual Shareholder Meeting, the NCAA College World Series, or the US Olympic Swim Trials.

16. Page 4-5, Section 4.1: Authority's Right to Display Information: This section states "The Authority shall have the right to provide advertising content as follows, which must be incorporated into the advertising program at the Selected Proposer's expense." Please confirm that the costs associated with designing, and in the case of static displays, printing and installing elevated areas, would be borne by the Authority.

Response: In the event an advertising display does not contain a paid advertisement under contract with an advertiser, the CFO may specify that such advertising display be filled, at no charge to the Authority, with filler graphics or other programming promoting the Airport, the city, city-sponsored events, or public services. The Authority will be responsible for the direct production costs, if any, for the Airport or Authority-related advertising content.

17. Page 4-6, Section 4.2: This section states in part “storage space...will be assigned for use by the Selected Proposer as part of the Leased Premises.” It goes on to say that additional space can be leased. How much space is initially provided without additional cost as a part of the lease?

Response: Please refer to the response to Question 10 of this Addendum No. 2.

18. Page 5-1, Section 5: By what date will the draft Lease Agreement be shared? If the date is less than two weeks before the question submission due date, will the Authority please extend said due date to ensure proposers have at least two weeks to review the draft and ask any resulting questions?

Response: Please refer to the response to Question 2 of this Addendum No. 2.

19. Page 5-1 Section 5: By what date will answers be provided for questions asked by the October 29, 2025 deadline?

Response: Answers to the questions submitted by the October 29, 2025 RFP question deadline are included in this Addendum No. 2.

20. Page 5-1, Section 5.1: Please confirm attendance at the pre-proposal conference is mandatory in order to submit a proposal.

Response: Pre-Proposal Conference attendance is not mandatory for proposal submission.

21. Page 5-2, Section 5.4: Will the Authority please confirm if the Proposer may submit contract exceptions with the proposal submittal, or will this be considered an informality or irregularity under Section 5.4 of the RFP (or otherwise deem Proposer’s submittal non-conforming)?

Response: To be considered, contract exceptions should be submitted during the question period. Please refer to the response to Question 2 of this Addendum No. 2.

22. Page 5-5, Section 5.10: It states, “Proposers shall attach the last two (2) years of audited financial statements.” Our annual audited financial statements are over 100 pages per year. Please confirm it will be acceptable to provide a link in the proposal instead of printed reports?

Response: Please provide a link as well as a pdf version of the financial statements.

23. Page 6-6, Section 6.6 (and on page 60 of the Tenant Design Guidelines): It is indicated that proposers/tenants are responsible for verifying capacity and obtaining service. Yet elsewhere in the RFP it is clearly stated that adequate electrical power and data will be pulled to each Assigned Location by the Authority. Please confirm the Authority will be doing this and that it is not the responsibility of the selected proposer to extend power from the distribution panels to the installation sites.

Response: Please refer to the response to Question 11 of this Addendum No. 2.

24. Page 6-7, Section 6.6.: Will the Authority please provide ALL existing renderings and flythrough videos of the new terminal?

Response: Please refer to the response to Question 3 of this Addendum No. 2.

25. Page 6-10, Section 8.1: Will the Authority provide the pro forma template included in Appendix B as an excel document?

Response: Please refer to the response to Question 1 of this Addendum No. 2.

26. Page 6-12, Section 9.1: This section states in part “Provide an example of an advertising marketing campaign used at another airport similar to that proposed for the Airport. Include website information”. What does this mean? Are the pages associated with this example included in the 90-page count?

Response: A Proposer should submit an example of an advertising marketing campaign that the Proposer has implemented at another airport similar to that being proposed for Eppley Airfield. The details included in the example are at the discretion of the Proposer and will count towards the 90-page limit. Proposer may also provide a link to a website where advertising information and opportunities can be found for a similar program.

27. Page 7-1, Section 7.1: This section states that the Authority “may enter into negotiations with one or more Proposers.” Would the Authority please clarify what is meant by this statement? Will the Selected Proposer not be the exclusive advertising concessionaire selected under this RFP?

Response: Please refer to the response to Question 6 of this Addendum No. 2. The Authority intends to enter into a single lease for the Assigned Locations. As stated in Section 1, Notice of Request for Proposals, “...it is the Authority’s intention to award a non-exclusive lease for an advertising concession to the Proposer that possesses the expertise, experience, and financial strength to successfully implement an advertising concession program that meets the needs and wants of the Authority; local, regional, and national advertisers; and the traveling public.” Nevertheless, the Authority may negotiate with one or more proposers before making an award.

28. Page 7-1, Section 7.2: When does the Authority expect to release Appendix C – the draft lease agreement?

Response: Please refer to the response to Question 2 of this Addendum No. 2.

29. Page 7-1, Section 7.2: Will the Authority consider commercially reasonable and mutually agreeable modifications to the lease agreement? And should these proposed modifications be submitted as contract exceptions with proposer’s submittal?

Response: Please refer to the response to Question 21 of this Addendum No. 2.

30. Page 10-10, Appendix B.1: Would the Authority please confirm if Proposer is meant to sign this form, or is the CFO of the Authority to sign/attest? Does Proposer need to sign Appendix B.1 at all?

Response: *Appendix B.1 – Financial Offer Form should be signed by the Chief Financial Officer of the Proposer.*

31. Page 10-16, Appendix G: Would the Authority please confirm that Appendix G Prohibition on Exclusive Sub-concessionaire, Prospective Sub-concessionaire, and Local Operator/Vendor Form is to be fill out/signed by Proposer and any sub-concessionaires, NOT by ACDBE subcontractors hired by Proposer?

Response: *Please refer to the response to Question 12 of this Addendum No. 2.*

32. Exhibit C – Customer Service Building: Would the Authority please confirm what the “Customer Service Building” represents, and who will have access to view these advertisements?

Response: *As shown in the diagram below, the Customer Service Building (CSB) is connected to the north end of the terminal via a pedestrian corridor. The CSB houses the Rental Car Center and connects to parking in the North Garage. Rental car customers, passengers, and visitors parked in the North Garage, and employees will have access to view the advertisements in the CSB.*



33. Exhibit C – Terminal Level 2: Would the Authority please confirm who sees location CP-1 and when will they see it during the passenger journey?

Response: *Arriving passengers will see location CP-1 when they pass through the arrivals portal to proceed to the pre-security portion of the terminal and baggage claim.*

Received October 23, 2025

34. For the digital displays in baggage claim (BC-1 through BC-6), could the displays be installed to face the passengers head-on while they are waiting for their luggage (facing north and south) versus facing west as shown on the mock-up? Additionally, could two displays be attached to each of the designated columns (or double-sided freestanding in the case of BC-1) versus one as shown in the mock-up (either attached directly to the columns or double-sided on a bracket attached to the columns)?

***Response:** Yes, the digital displays in locations BC-1 through BC-6 could be installed in a north and south alignment on the columns to “face” passengers. This type of orientation change is at the discretion of the Proposer and changes to “face” passengers are not viewed by the Authority as an “Alternative Submission” as defined in the response to Question 13 of this Addendum No. 2. Proposers should indicate in their proposals how they intend to install these displays.*

35. Can the Authority provide the power that will be provided to each of the advertising displays?

***Response:** Please refer to the response to Question 11 of this Addendum No. 2.*

36. Can the Authority provide information regarding the percentage of passengers that: 1) use a ride-share service, 2) park at the airport, and 3) park in the South Garage vs the North Garage (which can be accessed through the Customer Service Building)? Please also provide the passenger distribution by airline.

***Response:** Available Transportation Network Company (TNC, e.g., Uber and Lyft), Ground Transportation (GT, e.g., taxis, limos), parking information, and rental car information is included below for 2024 and year-to-date 2025. Available passenger information by airline is provided below for Q2 2023.*



TNC/GT Transactions Per Month - 2024

Month/Year	TNC	GT	Total
Jan-24	20,790	2,524	23,314
Feb-24	22,245	2,108	24,353
Mar-24	26,780	2,533	29,313
Apr-24	27,815	2,334	30,149
May-24	36,886	3,097	39,983
Jun-24	40,687	3,095	43,782
Jul-24	30,656	2,285	32,941
Aug-24	30,476	2,184	32,660
Sep-24	32,334	2,544	34,878
Oct-24	37,488	2,880	40,368
Nov-24	27,813	2,159	29,972
Dec-24	27,922	2,005	29,927
2024 Total	361,892	29,748	391,640

TNC/GT Transactions Per Month - 2025

Month/Year	TNC	GT	Total
Jan-25	24,507	1,843	26,350
Feb-25	24,367	1,690	26,057
Mar-25	29,535	2,213	31,748
Apr-25	30,019	2,253	32,272
May-25	41,926	3,178	45,104
Jun-25	45,393	3,189	48,582
Jul-25	33,397	2,486	35,883
Aug-25	33,023	1,961	34,984
Sep-25	37,327	2,370	39,697
2025 Total (ytd)	299,494	21,183	320,677

*Transactions include both originating and concluding transactions

Parking Transactions Per Month - 2024

Month/Year	Premier	Garage	Rooftop	North Economy	South Economy	South Canopy	Total
Jan-24	3,105	31,192	6,173	3,344	5,723	1,656	51,193
Feb-24	2,930	28,010	8,062	3,943	7,361	1,440	51,746
Mar-24	3,168	32,464	8,663	4,338	10,103	2,053	60,789
Apr-24	3,023	30,202	7,815	3,814	7,808	1,937	54,599
May-24	3,304	35,530	6,805	3,800	8,006	2,149	59,594
Jun-24	3,285	37,040	7,133	3,473	9,065	1,913	61,909
Jul-24	2,983	35,504	6,574	3,274	9,272	1,838	59,445
Aug-24	3,205	32,418	6,560	3,158	8,533	1,771	55,645
Sep-24	3,135	28,975	7561	3,169	9,029	1,598	53,467
Oct-24	3,302	32,002	8,054	3,497	9,828	1,427	58,110
Nov-24	2,888	28,037	7,330	2,854	8,502	1,248	50,859
Dec-24	2,964	30,730	6,610	2,654	8,293	1,100	52,351
2024 Total	37,292	382,104	87,340	41,318	101,523	20,130	669,707
Parking Spaces	371	3,324	1,139	779	3,969	562	10,144

Parking Transactions Per Month - 2025

Month/Year	Premier	Garage	Rooftop	North Economy	South Economy	South Canopy	Total
Jan-25	2,962	28,878	6,548	2,305	7,324	1,080	49,097
Feb-25	2,618	25,986	7,004	2,477	7,000	1,197	46,282
Mar-25	2,855	29,692	7,937	3,352	10,190	1,670	55,696
Apr-25	2,959	28,308	6,979	2,923	7,593	1,644	50,406
May-25	3,145	32,305	6,978	3,061	8,378	1,701	55,568
Jun-25	2,963	33,719	7,404	3,455	9,244	1,799	58,584
Jul-25	2,803	33,200	6,489	3,244	9,292	1,769	56,797
Aug-25	2,798	29,346	6,725	3,258	8,764	1,635	52,526
Sep-25	2,882	27,411	7608	3,154	8,997	1,575	51,627
2025 Total (ytd)	25,985	268,845	63,672	27,229	76,782	14,070	476,583
Parking Spaces	371	3,324	1,139	779	3,969	562	10,144

Rental Car Transactions Per Month - 2024

Month/Year	RAC
Jan-24	14,741
Feb-24	17,483
Mar-24	21,148
Apr-24	22,434
May-24	28,008
Jun-24	26,555
Jul-24	25,042
Aug-24	26,082
Sep-24	25,692
Oct-24	26,398
Nov-24	21,675
Dec-24	20,143
2024 Total	275,401

Rental Car Transactions Per Month - 2025

Month/Year	TNC
Jan-25	15,531
Feb-25	16,025
Mar-25	19,663
Apr-25	21,570
May-25	27,257
Jun-25	26,619
Jul-25	24,235
Aug-25	25,718
Sep-25	25,921
2025 Total (ytd)	202,539

Passenger Information by Airline for Q2 2025

Airline	Total Annual Pax	Pax Share	Resident	Visitor	Connecting /Other
Alaska	131,766	2.6%	50.9%	48.8%	0.4%
Allegiant	167,767	3.4%	68.1%	31.9%	0.0%
American	1,027,826	20.6%	59.9%	39.1%	1.0%
Delta	864,187	17.4%	56.6%	42.5%	0.9%
Frontier	85,758	1.7%	55.1%	43.9%	1.1%
Southwest	1,828,738	36.7%	65.5%	33.8%	0.7%
United	870,027	17.5%	60.1%	38.9%	1.1%
Other	1,346	0.0%	34.0%	66.0%	0.0%
Total	4,977,413	100.0%	61.4%	37.8%	0.9%

Source: Cirium Diiio; U.S. DOT O&D Summary Report; YE Q2 2025

Airline	Est. Resident	Est. Visitor	Est. Connecting /Other
Alaska	67,027	64,240	498
Allegiant	114,313	53,445	10
American	615,940	401,562	10,324
Delta	488,782	367,260	8,145
Frontier	47,230	37,609	919
Southwest	1,198,056	617,368	13,313
United	522,726	338,144	9,156
Other	458	888	-
Total	3,054,532	1,880,515	42,366

Concourse	Total Annual Pax	Pax Share	Resident	Visitor	Connecting /Other
Concourse A	2,109,536	42.4%	24.5%	17.5%	0.4%
Concourse B	2,867,878	57.6%	36.9%	20.3%	0.5%
TOTAL	4,977,413	100.0%	61.4%	37.8%	0.9%

Source: Cirium Diiio; U.S. DOT O&D Summary Report; YE Q2 2025

Concourse	Est. Resident	Est. Visitor	Est. Connecting /Other
Concourse A	1,218,979	870,671	19,886
Concourse B	1,835,553	1,009,845	22,480
TOTAL	3,054,532	1,880,515	42,366

Received October 24, 2025

37. What is the current % share of revenue?

***Response:** The Authority currently receives 50% of the gross receipts from the advertising concession.*

38. Could the Authority please confirm the date and time by which the presentation deck from the October 23, 2025 pre-proposal meeting will be made available?

***Response:** The Pre-Proposal Conference Presentation is available on the solicitation website (<https://www.flyoma.com/concessions>).*

Received October 28, 2025

39. Will you be circulating a list of attendees from the pre-proposal meeting and tour?

***Response:** The list of Pre-Proposal Conference attendees is shown in Attachment 2, Pre-Proposal Conference Attendees, of this Addendum No. 2.*

40. Will the authority please provide the annual gross advertising revenues that were generated from the advertising program for years 2019, 2020, 2021, and 2022?

***Response:** Please see table below.*

Year	2019	2020	2021	2022
Gross Receipts	\$ 673,320	\$ 629,500	\$ 705,547	\$ 826,055

41. Please share the current percentage share of revenue.

Response: Please refer to the response to Question 37 of this Addendum No. 2.

Received October 29, 2025

42. **Page 4-1, Section 4.1:** Section 4.1 of the RFP states that proposers “should provide an advertising program and displays that meet or exceed the proposed descriptions provided in this RFP, including ... charging ports to include at a minimum electrical outlets, Micro-USB, and USB-C for any charging displays.” However, the Assigned Locations Chart does not reference any designated charging station locations. Would the Authority please confirm that proposers are **not required** to provide charging stations or charging functionality, and that such references are illustrative examples of potential enhancements rather than mandatory elements, allowing proposers to allocate investment toward digitalization and thematic cohesion as they see fit?

Response: Charging stations are not required.

43. **Page 4-2, Section 4.1:** Will the Authority please confirm that Proposers may submit a concept for the baggage claim digital network that differs from the exact configuration prescribed in the RFP? We respectfully request assurance that such an alternative approach will not be considered a disqualifying deviation.

Response: Please refer to the response to Question 34 of this Addendum No. 2 regarding changing orientation of the displays. If an alternative approach beyond changing the orientation is proposed, then additional forms shall be clearly labeled as an “Alternative Submission” as described in the response to Question 13 of this Addendum No. 2.

44. **Page 4-2, Section 4.1:** Will the Authority please provide the exact width, depth and height of the columns on the baggage belt decks?

Response: The column at BC-6 is square with a 2’1” width. The height from the top of the carousel to the ceiling is 7’6” at BC-6.

The columns at BC-3/3A, BC-4/4A, and BC-5/5A are square with a 2’10” width. The height from the top of the carousel to the ceiling varies from 6’ 10.5” to 7’6”.

The column at BC-2 is 3’3” by 2’7” (3’3” side is North and South facing). The height from the top of the carousel to the ceiling is 7’6” at BC-2.

45. **Page 4-3, Section 4.1:** How many annual passengers are approximated to be using the escalator in the Customer Service Building?

Response: This information is not available. Please refer to the response to Question 3 of this Addendum No. 2 for available information.

46. **Page 6-4, Section 2.2.6:** This section asks for a list of all leases awarded in the last six years. Specifically, it asks for each; lease, location, date of award, total capital investment planned/proposed, capital investment obligation outstanding, and the anticipated date by which said obligation shall be fulfilled. Would the Authority please clarify the intent of this question? Specifically, it is unclear whether the Authority is seeking:

- 1) Information pertaining to all capital commitments made under leases or contracts awarded within the last six (6) years that remain in progress or not yet fully expended; or
- 2) Information limited to capital investment obligations that are currently past due or otherwise behind schedule relative to their contractual requirements.

Certain concession agreements may contain confidentiality provisions that restrict the disclosure of specific financial details without prior consent from the relevant airport authority. To ensure a precise and complete response, the Proposer respectfully asks that the Authority confirm whether the intent is to obtain:

- 1) A summary of all active capital commitments and outstanding balances, regardless of timing; or
- 2) Only those capital investment obligations that are overdue or past their required completion dates.

If the intent is to capture all active capital commitments, Will Authority please allow proposers to provide such information in an aggregate or non-airport-specific format to avoid disclosure of confidential third-party information?

Response: *The requested information in this section is: A list of any leases or contracts awarded in the last six years (2019-2024) for which the Proposer (including any entity comprising Proposer, any affiliate of Proposer, or any company of Proposer doing business under a different name) has outstanding capital investment obligations. For each of these leases or contracts, Proposers should then provide the following: For each lease or contract, include the location, date of award, total capital investment planned/proposed, capital investment obligation outstanding, and the anticipated date on which the Proposer expects to fulfill the obligation.*

47. **Exhibit C:** Will Authority please provide elevations of the back wall of bag claim in CAD?

Response: *Not at this time. CAD and Revit files will be provided after award to assist in the design phase.*

48. **Pg 6 of Tenant Design Guidelines document, Section 1 General Information part 1.3 “Qualified Designer Selection”:** The RFP and Tenant Design Guidelines state that all drawings and engineering must be performed by an architect or engineer licensed in the state of Nebraska. To streamline our workflow and leverage our in-house CAD drafting capabilities, may we prepare all wall elevation drawings internally using our CAD drafters, then engage Nebraska-licensed engineers for all required structural calculations and stamped documents, and utilize a Nebraska-licensed electrician for all electrical documents and stamped plans? Would this approach satisfy OAA’s requirements for professional licensure and document submission, provided all stamped documents are prepared and signed by the appropriate Nebraska-licensed professionals?

Response: The Tenant Design Guidelines are being used for various designs by tenants, including full space build outs. Given the utilities provided as specified in Attachment 1, Utility Matrix, the Authority envisions a truncated process for the advertising concession. However, if additional utilities need to be brought in and connected to support installation, an engineering document may be required. If that is the case, work can be collaboratively completed; however, construction documents must be prepared in accordance with all local and state requirements and comply with the Nebraska Engineers and Architects Regulation Act.

49. **Page 25 of Tenant Design Guidelines document, Section 1.12.1 Construction on Standards part C: Permits:** The Tenant Design Guidelines (see Page 25, Section C: Permits) state that tenants are responsible for acquiring all necessary permits required for constructing Tenant Improvements, and that no work may proceed until all permits and approvals have been obtained. The guidelines also note that electronic copies of all permits must be submitted to OAA prior to initiating work, and that all permits must be clearly posted for the duration of the construction project. Given the critical impact of permitting timelines on project schedules and capital deployment, can OAA provide typical review times for local permitting processes including; building, demolition, structural, and any other required permits? Additionally, are there any recommended strategies or resources for tenants to expedite permit acquisition, and does OAA offer any support or coordination with local agencies to help streamline the review and approval process?

Response: Given the limited impact of the advertising display installations on the terminal, permitting is not anticipated to be required unless a major architectural addition is made to the optional space, SC-2221. If permitting is required, typical review times are 60 calendar days. However, a duration of 90 days is recommended in case there are unexpected delays. Permit acquisition can be discussed further with the Selected Proposer during the design phase.

50. **Page 12-20 of Tenant Design Guidelines, Section: 1.10 OAA Approval Process:** According to the Tenant Design Guidelines and the RFP, tenants are required to submit a series of documents and design packages to OAA for review and approval at multiple stages—including the Concept Proposal Information Form (CPIF), preliminary and final design documents, 50% and 100% construction documents, and project closeout materials. The guidelines specify resubmission timelines (such as 30 calendar days for corrections to CPIF or design documents, and 60 calendar days for closeout documents), but do not provide typical durations for OAA’s initial review and approval of these submittals. To accurately develop a transition and build schedule, as required by the RFP and to

ensure timely project completion, can OAA provide a detailed breakdown of expected review times for each type of submittal (e.g., CPIF, preliminary design, 50% and 100% construction documents, shop drawings, and closeout documents)? Additionally, please clarify if there are factors that may affect these review times, such as project complexity, coordination with other tenants, or required approvals from external agencies. Given the RFP's expectations for adherence to project build milestones and completion dates, it is also important to understand how OAA manages review timelines in the event of delays outside the tenant's control (such as Authority-driven changes, permitting delays, or unforeseen site conditions).

***Response:** The Tenant Design Guidelines are being used for various designs by tenants, including full space build outs. For the advertising concession, the Authority will be using a truncated process. The RFP submission will suffice as the CPIF and preliminary submittal (assuming sufficient design and specification detail is provided). As such, please omit these first two submissions in your schedule. Additionally, a 2-week duration can be assumed for review of both remaining design submittals (50% and 100%). The Authority will adjust the plan as necessary in the event of unforeseen conditions to meet key project milestones.*

51. Our team learned about this RFP on the day of the site visit. Will there be any additional opportunities to visit and tour the airport and TMP areas before the submission deadline?

***Response:** The Authority will schedule one additional walkthrough of the terminal with an escort on November 20, 2025 at 10:30 AM for Proposers who were unable to attend the Pre-Proposal Conference. This walkthrough will not permit Proposers to ask questions regarding the RFP.*

52. Could you please provide a list of attendees from the pre-bid site visit?

***Response:** Please refer to the response to Question 39 of this Addendum No. 2.*

53. The advertising program outlined for the TMP is quite specific in terms of locations, sizes, and technology. Will the Authority consider modifications to this proposed program or future expansion beyond the currently identified assets?

***Response:** Please refer to the response to Question 13 of this Addendum No. 2. Please also refer to "Additional Locations" on page 4-4 of the RFP.*

54. Given the prescriptive nature of the program design, could you please share how it was developed? For example, was input sought from the incumbent concessionaire, other advertising firms, or an industry consultant? We ask to better understand the level of advertising industry expertise that informed the proposed program.

***Response:** Input was not sought from the incumbent concessionaire or other advertising firms. The advertising program locations were developed through a collaborative effort between the Authority, industry consultants, and the design team as part of the TMP.*

55. Will the Authority consider additional revenue opportunities outside the scope of this RFP, such as major sponsorship arrangements or terminal naming rights?

Response: These opportunities are outside of the scope of this RFP but may be considered at a later date.

56. While the RFP references the scoring criteria, we did not see a detailed weighting or scoring matrix. Could the Authority please provide this information to help guide and align our response?

Response: No.

57. Does the Authority prefer or require locally based, in-market advertising sales resources as part of the proposed program?

Response: Please refer to Section 6.7, RFP Section 5 – Management, Staffing, Training, and Incentives, of the RFP.

58. Will the Authority consider extending the proposal submission deadline into early 2026?

Response: No.

59. **Draft Lease Agreement.** The Draft Lease Agreement is noted in the RFP as “to be separately posted to the website after release of the RFP.” We respectfully request confirmation that proposers will be allowed a minimum of one (1) week to submit additional questions following the posting of Appendix C, to ensure adequate time for review and clarification of any lease terms that may materially affect proposal development and financial assumptions.

Response: Please refer to the response to Question 2 of this Addendum No. 2.

60. **RFP Section 4.1 – Advertising Program Description (pp. 4-1 to 4-4).**

Please confirm whether proposers are required to include every Assigned Location identified in the Advertising Concession Table, or whether the Authority will permit the elimination or modification of certain locations if the proposer determines those locations do not add value or detract from the overall program design and aesthetic objectives.

Response: Please refer to the response to Question 13 of this Addendum No. 2.

61. **RFP Section 4.1 – Advertising Program Description (pp. 4-1 to 4-4).**

Please also indicate which of the Assigned Locations currently have access to electrical power and which have both data and electrical connections as part of the existing or planned construction infrastructure. If available, please provide an updated chart identifying these connection points.

Response: Please refer to the response to Question 11 of this Addendum No. 2.

62. **RFP Section 4.1 – Advertising Program Description (pp. 4-1 to 4-4).**

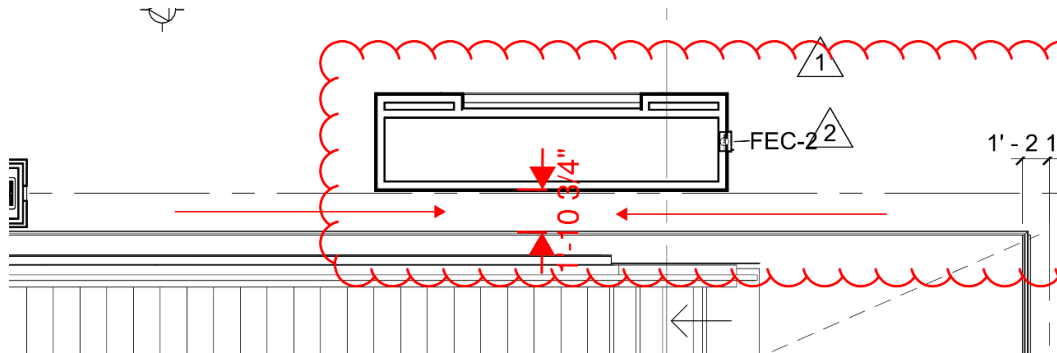
Passenger Flow and Escalator Usage (PS-1, PS-2, and CP-2) Please provide the estimated percentage of arriving passengers anticipated to use each of the following escalators: PS-1, PS-2, and CP-2.

Response: This information is not available. Please refer to the response to Question 36 of this Addendum No. 2 for available information.

63. RFP Section 4.1 – Advertising Program Description (pp. 4-1 to 4-4).

Access to Advertising Displays (PS-3 and PS-4): Please confirm whether the space between the glass railing and the back of the FIDS structure is sufficient to allow for safe and practical access to the proposed advertising displays PS-3 and PS-4 for installation and maintenance purposes.

Response: There is 1'10" clear between the FIDS structure and the glass handrail. The Proposer shall evaluate if this is adequate maintenance space or if a lift will be needed to install and maintain the display. See floorplan below.



64. RFP Section 4.1 (p. 4-6 – Utilities). The RFP states: “Proposer will be responsible for the costs of providing all required connections to the power source.”

Please confirm the following:

- that the Authority will bring electrical service to each designated advertising sign location, with the service terminated in a dedicated outlet or junction box provided for proposer tie-in.
- Whether electrical conduit has been run to each of the Assigned Locations and incorporated into the Terminal Modernization Program design-build drawings.
- That electrical and data service will be available at each location identified as illuminated TFD or digital/multimedia within the Assigned Locations Table.
- The number of electrical and data runs allocated per location, and whether the Authority will provide designated junction boxes or termination points for proposer tie-in.
- The specific locations of data cable terminals and corresponding IDF closets.
- Whether cross-connections will be available to the successful respondent in order to connect between IDF closets via fiber.
- Whether the Authority would consider allowing the successful respondent to bring electrical and/or data connections to proposed advertising locations prior to the completion of terminal construction, should the successful respondent wish to utilize a location that does not currently have electrical service planned for a digital or backlit display.

Response: Please refer to the response to Question 11 of this Addendum No. 2. In addition, please note that the data connections at each location will have a pathway back to a local telecom/IDF room. The Selected Proposer will be provided with a colocation cabinet in each respective IDF room for any equipment needed for data connectivity.

65. RFP Section 3.4E – Prohibition on Exclusive Sub-Concessionaire, ACDBE, and Local Business

Agreements (p. 3-7) and Appendix G (p. 10-16). Please clarify under which section or tab of the proposal the required Appendix G – Prohibition on Exclusive Sub-Concessionaire, Prospective Sub-Concessionaire, and Local Operator/Vendor Form should be included. The form is not specifically referenced within the RFP Section 6 outline (Proposal Format and Organization).

Response: Please refer to Amendment Numbers 3, 4, and 7 of this Addendum No. 2 (above) as well as the response to Question 5 of this Addendum No. 2.

66. RFP Section 3.4E – Prohibition on Exclusive Sub-Concessionaire, ACDBE, and Local Business

Agreements (p. 3-7). Please clarify whether the Authority will permit the successful respondent to sell exclusive category or brand rights on advertising display assets – for example, granting exclusivity to a single advertiser within a specific industry (such as one healthcare provider, financial institution, or airline).

Response: Exclusive agreements may be permitted based upon the Selected Proposer's specific requests, which are subject to the Authority's approval. The Selected Proposer will be expected to seek opportunities with local and national companies that will meet the goals of the advertising program and maximize revenues.

67. RFP Section 5.2 – Pre-Proposal Conference and Terminal Tour (p. 5-1). Would the Authority be willing to provide access to the future terminal for an additional site visit beyond the scheduled Pre-Proposal Conference tour?

Response: Please refer to the response to Question 51 of this Addendum No. 2.

68. RFP Section 5.7 – Evaluation Criteria (p. 5-4). Please provide the weighted value or decision percentage assigned to each criterion listed under Section 5.7 (e.g., Background & Experience; Program Development; Design & Capital Investment; Management & Staffing; Operations & Maintenance; Financial Offer; Marketing & Customer Service).

Response: Please refer to the response to Question 56 of this Addendum No. 2.

69. RFP Section 6.6 – RFP Section 4 Design, Materials and Capital Investment (p. 6-7). Please provide renderings and images from the Terminal Modernization Program design documentation that may be used by proposers to prepare the required advertising display renderings for inclusion in the proposal.

Response: Please refer to the response to Question 3 of this Addendum No. 2.

70. RFP Section 6.12 – Proposal Guarantee. Please confirm that the Proposal Guarantee is to be included within the printed proposal submission and should not be mailed or delivered separately to the Authority in advance of the proposal due date.

Response: Confirmed. Please include the proposal guarantee with the printed proposal.



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**This Addendum No. 2 shall be effective as of November 4, 2025**

**ATTACHMENT 1**  
**Advertising Concession Utility Matrix**

| <b>Assigned Locations</b>           |                                                                                                                                                                                     |
|-------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Display No.</b>                  | <b>Utilities Provided</b>                                                                                                                                                           |
| <b>Pre-Security – Level 2</b>       |                                                                                                                                                                                     |
| <b>PS-1</b>                         | Two Duplex Outlets (20A Each)<br>Two in-wall data connections with pathway to local telecom room                                                                                    |
| <b>PS-2</b>                         | Two Duplex Outlets (20A Each)<br>Two in-wall data connections with pathway to local telecom room                                                                                    |
| <b>PS-3</b>                         | N/A                                                                                                                                                                                 |
| <b>PS-4</b>                         | N/A                                                                                                                                                                                 |
| <b>PS-5</b>                         | Two Duplex Outlets (30 A Each)                                                                                                                                                      |
| <b>Pre-Security – Baggage Claim</b> |                                                                                                                                                                                     |
| <b>BC-1</b>                         | Two carousel mounted Duplex Outlets (20 A Circuit)<br>Two carousel mounted data connections with pathway to local telecom room                                                      |
| <b>BC-2</b>                         | Two Duplex Outlets (Two per column on opposite sides) (20 A Circuit)<br>Two column mounted data connections (Two per column on opposite sides) with pathway to local telecom room   |
| <b>BC-3, BC-3A</b>                  | Four Duplex Outlets (Two per column on opposite sides) (20 A Circuit)<br>Four column mounted data connections (Two per column on opposite sides) with pathway to local telecom room |
| <b>BC-4, BC-4A</b>                  | Four Duplex Outlets (one per side of column) (20 A Circuit)<br>Four column mounted data connections (Two per column on opposite sides) with pathway to local telecom room           |
| <b>BC-5, BC-5A</b>                  | Four Duplex Outlets (Two per column on opposite sides) (20 A Circuit)<br>Four column mounted data connections (Two per column on opposite sides) with pathway to local telecom room |
| <b>BC-6</b>                         | Two Duplex Outlets (Two per column on opposite sides) (20 A Circuit)<br>Two column mounted data connections (Two per column on opposite sides) with pathway to local telecom room   |
| <b>BC-7</b>                         | N/A                                                                                                                                                                                 |
| <b>BC-8</b>                         | N/A                                                                                                                                                                                 |
| <b>Central Pavilion</b>             |                                                                                                                                                                                     |
| <b>CP-1</b>                         | One Duplex Outlet (30 A Each)<br>One in-wall data connections with pathway to local telecom room                                                                                    |
| <b>CP-2</b>                         | Two Duplex Outlets (20A Each)<br>Two in-wall data connections with pathway to local telecom room                                                                                    |
| <b>CP-3</b>                         | N/A                                                                                                                                                                                 |



| Assigned Locations     |                                                                                                  |
|------------------------|--------------------------------------------------------------------------------------------------|
| Display No.            | Utilities Provided                                                                               |
| <b>North Concourse</b> |                                                                                                  |
| NC-1                   | One Duplex Outlet (30 A Each)<br>Two in-wall data connections with pathway to local telecom room |
| NC-2                   | One Duplex Outlet (30 A Each)<br>Two in-wall data connections with pathway to local telecom room |
| NC-3                   | One Duplex Outlet (30 A Each)<br>Two in-wall data connections with pathway to local telecom room |
| NC-4                   | One Duplex Outlet (30 A Each)<br>Two in-wall data connections with pathway to local telecom room |
| NC-5                   | One Duplex Outlet (30 A Each)<br>Two in-wall data connections with pathway to local telecom room |
| NC-6                   | One Duplex Outlet (30 A Each)<br>One in-wall data connections with pathway to local telecom room |
| <b>South Concourse</b> |                                                                                                  |
| SC-1                   | One Duplex Outlet (30 A Each)<br>Two in-wall data connections with pathway to local telecom room |
| SC-2                   | One Duplex Outlet (30 A Each)<br>Two in-wall data connections with pathway to local telecom room |
| SC-3                   | One Duplex Outlet (30 A Each)<br>Two in-wall data connections with pathway to local telecom room |
| SC-4                   | One Duplex Outlet (30 A Each)<br>Two in-wall data connections with pathway to local telecom room |
| SC-5                   | One Duplex Outlet (30 A Each)<br>Two in-wall data connections with pathway to local telecom room |
| SC-6                   | One Duplex Outlet (30 A Each)<br>Two in-wall data connections with pathway to local telecom room |
| SC-7                   | N/A                                                                                              |
| SC-8                   | N/A                                                                                              |
| SC-9                   | Two Duplex Outlets (30 A Each)                                                                   |
| SC-10                  | N/A                                                                                              |
| SC-11                  | N/A                                                                                              |
| SC-12                  | N/A                                                                                              |
| SC-13                  | N/A                                                                                              |
| SC-14                  | One Duplex Outlet (20 A Circuit)                                                                 |
| SC-15                  | One Duplex Outlet (20 A Circuit)                                                                 |





| Assigned Locations        |                    |
|---------------------------|--------------------|
| Display No.               | Utilities Provided |
| Customer Service Building |                    |
| CS-1                      | N/A                |
| CS-2                      | N/A                |
| CS-3                      | N/A                |
| CS-4                      | N/A                |
| CS-5                      | N/A                |
| CS-6                      | N/A                |
| CS-7                      | N/A                |
| CS-8                      | N/A                |
| CS-9                      | N/A                |



**ATTACHMENT 2**  
**Pre-Proposal Conference Attendees**

| Participant Company   | Participant    | Participant Email Address      |
|-----------------------|----------------|--------------------------------|
| Clear Channel Outdoor | Thaddeus Glenn | thaddeusglenn@clearchannel.com |
| Clear Channel Outdoor | Elly Hall      | ellyhall@clearchannel.com      |
| Clear Channel Outdoor | Justin Tanis   | justintanis@clearchannel.com   |
| Departure Media       | Kerry Adams    | kadams@departure-media.com     |
| Lamar                 | Michael Neck   | mneck@lamar.com                |
| Lamar                 | Chris Trares   | ctrare@lamar.com               |