

Concession Outreach Questions Responses 10/11/2022

1. As a City of Atlanta minority Full service Architecture Firm, how can we compete for Airport Concession Design Services?

Response: *The concessionaires are responsible for securing their own design services. For specific information regarding these services, please contact the concessionaires directly. Contact information is available on the pre-registration and onsite registration sign-in sheets are posted on ATL.com. .*

2. How can I find out about any onsite hotel opportunities on land near or on the airport?

Response: *When the Department of Aviation seeks contractors or vendors to provide goods and services, the project information is advertised on the City of Atlanta Department of Procurement's website, ATLSuppliers.com.*

3. I am interested in vending machine space is there a different application process? Where can I find that information if so?

Response: *The City of Atlanta's solicitation process is the same for procuring vending machine services. When space becomes available, a solicitation is advertised on the City of Atlanta's Department of Procurement website, ATLSuppliers.com.*

4. Who are the contacts for the Car Rental industry?

Response:

Rental Car Company	Contact	e-mail
Advantage	Charles Davidson	cd@advantage.com
Avis / Payless	Leo Castro	leo.castro@avisbudget.com
ACE Airport	Joseph Hemati	josephhemati@gmail.com
Budget	Heather Etzler	heathere@budgetatl.com
Hertz / Dollar / Thrifty	Jason Watson	jason.watson@hertz.com
Enterprise / Alamo		
/National	Tim Teague	timothy.w.teague@ehi.com
Sixt	Cynthia Francois	Cynthia.Francois@sixt.com

5. How does one register as a Pest Control vendor at the airport in general?

Response: *Please reference the response to Question #2.*

6. So the restaurant we want bring to Atlanta airport is <https://www.pokebowlny.com/> The question I have I want to open it as a franchise how should I put the application this restaurant ready running they have around 8 store and 2 in Israel this considered as joint venture ??

Response: Prospective concessionaires submitting proposals on the concession packages in the upcoming Request for Proposals can include concepts that are franchises. You can contact potential proposers for this package and discuss your concept. Franchises are not typically considered a joint venture.

7. Will the airport reconsider modifying one of the upcoming lease locations to include a fitness facility/health club service, that also includes retail options?

Response: Not at this time as the current space utilization plan is based on passenger needs. The Department of Aviation will take into consideration the fitness facility/health club service concept as it assesses future passenger needs and available solicitation opportunities.

8. I want to know if you go through the process and you are awarded a contract, how long do you have to get your supplies in order to open your location for business?

Response: The concessions contract awardee is required to design and build out the units and start operations on the contract commencement date. Depending on the type of unit, a specific period of time will be allotted for construction. Each proposer needs to include any supply order tasks dates needed to commence operations in its proposal. For example: The proposer would include ordering supply dates as part of its transition plan in the proposal response to the Request For Proposals.

9. Would there be winning restrictions/limitations?

Response: Yes, this information will be included in the solicitation documents.

10. Would there be restrictions on bidding entities?

Response: Yes. No proposer or entity comprising the proposer, such as a joint venture partner, may, alone or in combination with any other entity, submit more than one proposal in response to a Request For Proposals.

11. One of the speakers was very knowledgeable about the DBE certification. Who was that individual and are they available to speak with myself as an attendee?

Response: Menelik Alleyne is the Assistant Administrator at the Georgia Department of Transportation. You can contact him at MAalleyne@dot.ga.gov.

12. Is it possible to have a dessert vending machine in post-boarding? Such as cake Jars and sliced cakes?

Response: Phase 3 contains a package for a Smart Café. If you do not want to submit a proposal for the entire package, you can contact potential proposers for this package and discuss your cake vending concept.

13. I am highly interested of bringing my soulfood restaurant into the airport and would like to know how do I do that? Are there any available concession openings?

Response: Available concessions packages will be advertised on the City of Atlanta Department of Procurement's website, ATLsuppliers.com. Proposals for a concessions package must include all units in the package. If you do not want to submit a proposal for the entire package, you can directly contact potential proposers for that package and discuss your concept.

14. Please define each concept category and what is allowed in each category. As examples:

- a. Is a full selection of grab & go (i.e. sandwiches, salads, fruit cups, yogurt parfaits, juices, etc.) allowed within the newsstand category?

Response: The food service selection allowed in newsstands will be dependent on the unit adjacencies. This detail will be provided in the solicitation documents.

- b. Bookstore – will they give us an opportunity to create a bookstore with either coffee or wine & small snacks?

Response: No. The bookstore locations will not have the utilities or infrastructure to accommodate any food or beverage service.

- c. What are the specific differences between Travel Essentials, Convenience Market, and Newsstand?

Response: Newsstand. Products sold should include newspapers, magazines, paperback books, sundries, health and beauty aids, travel and business accessories, single-serving packaged snacks and candy, and cold bottled water, juice, and soft drinks. For very small units, souvenirs may be deleted from the list of products. For larger units, pre-packaged foods, including sandwiches, salads, wraps, yogurt, fruit, and cereal may be included in the list of products.

Convenience Market. The market should feature freshly-prepared/pre-packaged salads, sandwiches, cereal, yogurt, healthy snacks, items to

address dietary needs, and whole fruit. Products sold should also include a selection of newspapers, magazines, sundries, health and beauty aids, travel and business accessories, single-serving packaged candy, cold bottled juice, soft drinks, and water.

Travel Essentials. Products should include a wide selection of merchandise essential to travelers, including newsstand items such as newspapers, magazines, and paperback books; sundries; health and beauty aids; local souvenirs; business accessories; single-serving packaged snacks and candy; and cold bottled water, juice and soft drinks. A selection of travel accessories, such as totes, bags, tags cases, and umbrellas should be offered. A limited selection of essential tech accessories and gadgets as well as batteries and international adapters should also be provided. A selection of products for children should be offered, including travel-friendly toys and games.

d. Are store-in-store concepts only allowed in the one multi-brand retail location?

Response: Descriptions of the concepts required will be provided in the solicitation documents. As space allows, multi-brand retail opportunities may be considered.

15. What are the minimum experience qualifications for each concept category?

Response: The minimum experience qualifications will be included in the solicitation documents.

16. Please confirm if MAG will be set by package and if the percentage rent is biddable.

Response: The Minimum Annual Guaranteed (MAG) and percentage rent methodology will be included in the solicitation documents.

17. Reconsider making Phase 3, package 3-R2, 4 Tech Retail two (2) packages. This allows for more competition and diversity of Operators.

Response: The Department of Aviation will take your recommendation under advisement.

18. Will there be a limitation of packages an Operator can win in each Phase?

Response: Please reference the Response to Question #9.

19. To facilitate "sale of product" opportunities at the airport, please provide the list of contractors who currently have concessions contracts and the point of contact for each.

Response: You can reference the pre-registration and onsite registration sign-in sheets to contact the various concession operators. The sign in sheets are posted on ATL.com.

20. Will nonprofits need to be DBE/ACDBE certified in order to do business with the airport as a subcontractor?

Response: No. The definition of a Disadvantaged Business Enterprise and Airport Concessions Disadvantage Business Enterprise is defined as a for-profit business. The definition can be found in the section of the Code of Federal Regulations cited below. A non-profit cannot be certified as a DBE or ACDBE.

49 CFR Part 26.5

Disadvantaged business enterprise or DBE means a for-profit small business concern -

- (1) That is at least 51 percent owned by one or more individuals who are both socially and economically disadvantaged or, in the case of a corporation, in which 51 percent of the stock is owned by one or more such individuals; and

49 CFR Part 23.3

Airport Concessions Disadvantaged Business Enterprise (ACDBE) means a concession that is a for-profit small business concern –

21. What is the process of operating a storefront or food stall operation at the airport where customers do not enter, as opposed to operating in space where customers enter?

Response: All concession spaces, regardless of their use or how they are configured, are advertised on the City of Atlanta's Department of Procurement's website, ATLSuppliers.com.

22. Are there ways that the Department of Procurement can help facilitate conversations between airport concessions contractors and potential "sale of product" entities?

Response: Please reference the Response to Question #19.