



**REQUEST FOR PROPOSAL ADDENDUM
CITY OF AUSTIN DEPARTMENT OF AVIATION
AUSTIN-BERGSTROM INTERNATIONAL AIRPORT**

**DESCRIPTION: ADVERTISING CONCESSION PROGRAM FOR AUSTIN-BERGSTROM
INTERNATIONAL AIRPORT BARBARA JORDAN PASSENGER TERMINAL
RFP-8100-ABIA-002 ADDENDUM NO. 4 DATE OF ADDENDUM 9/24/15**

This addendum is to incorporate the following questions, answers, changes, and clarifications pertaining to the above-referenced Request for Proposal.

Question:

Would the airport share redacted versions of the monthly franchise reports from January – July of 2015?

Response:

Redacted versions will be posted with the RFP documents on the Airport's web site

Question:

Will the winning proposer be required to provide a performance bond? If the answer is yes, can you share what term and amount will be required for the bond?

Response:

A performance bond will be required. The bond will be maintained and kept in full force and effect until all work required to construct, install, modify or demolish (as applicable) advertising locations is complete. The bond amount will be equal to the full amount of all contract(s) required for the construction, installation, modification or demolition of the advertising improvements.



Question:

Pursuant to SMBR's response provided in Addendum No. 2, the Total Base Bid dollar amount provided on Page #25 of the ACDBE Packet is "the Prime contractor's proposed cost and the prime contractor's proposed cost to implement ACDBE and non-certified firms in the project." Since the 7.89% ACDBE Goal is measured by estimated annual gross receipts, should the Total Base Bid dollar amount include proposer's estimated cost to build the program?

Response:

Yes. The *total base bid dollar amount should include the proposers estimated cost to build the program. (**Total base bid in the Airport Concession Disadvantaged Business Enterprise (ACDBE) Program's Compliance Plan Summary, Section III, Page 25 means the prime contractor's proposed cost and the prime contractor's proposed cost to implement ACDBE and non-certified firms in the project.*)

Question:

Section III (Compliance Plan Summary), Section IV (Disclosure of ACDBE Participation) and Section V (Disclosure of Non-Certified Subconsultants/Suppliers) requires that proposers provide exact project participation numbers for all subconsultants/suppliers. Due to the nature of the advertising business and the uncertainties of advertiser content changes, it is impossible to provide exact numbers that various ACDBE and non-ACDBE subconsultants/suppliers will earn over the course of the 5 year contract term. Please confirm that ACDBE Plans that include estimated payments to subconsultants/suppliers will not be rejected as non-responsive to the solicitation.

Response:

The ACDBE goal is determined based on scopes of work/services that are identifiable and total cost of the program. We understand that costs associated with recurring services such as advertising content changes are uncertain, therefore compliance plans will not be rejected as non-responsive based on estimated payments to subconsultants/suppliers. However, after award of the contract if there are changes related to usage of the subconsultant/supplier and estimated payment amounts identified on the approved compliance plan, "the Contractor cannot make changes to the ACDBE Goal Compliance Plan or substitute ACDBE subconsultants named in the Compliance Plan without the prior written approval of the Director of the Small and Minority Business Resources Department in conjunction with ACDBE Liaison Officer." (Reference: Section 0900 of the solicitation documents-ACDBE RFP Program packet. See page 11 H. Post Award Compliance)

Question:

In the event that an ACDBE certified subconsultant is engaged as the general contractor for the project, will all subconsultants/suppliers that such ACDBE certified subconsultant engages/purchases commodities from in connection with this project, be required to be listed on proposer's ACDBE Compliance Plan?

Response:

Yes. "The Compliance Plan shall list all firms that will participate on the contract, including prime consultants, joint ventures, subconsultants of all levels, manufacturers, suppliers, and distributors." (Reference: Section 0900 of the solicitation documents-ACDBE RFP Program packet. See page 8 ACDBE Goal Compliance Plan)



Question:

A company (bidder) proposes to spend \$10.00 dollars on fixtures at Austin airport. The bidder cannot source a DBE firm that produces this fixturing since most companies that produce are multinational. The bidder will spend \$5.00 dollars in installing , graphic work, electrical work for the \$10.00 dollar fixture purchase. Does the bidder reach his goal of 7.89% if he contracts with DBE firms for \$5.00 X .0789 ?

Response:

The DBE goal applies to the **total value of the project** proposed by a bidder. So if the bidder is proposing to spend \$100k total for the entire project then 7.89% of that amount should be DBE spend. For example 100,000 total value x 7.89% DBE goal = \$7,890.00 DBE Spend.

Question:

In response to a question posed at the pre-proposal meeting, you stated that all existing displays will be removed by the current concessionaire. What is the actual date that the existing equipment will be removed and will the removal date be prior to the start of the transition period?

Response:

The current concessionaire has thirty (30) days from the expiration date of their contract, February 1, 2016, to remove the existing equipment. The removal date is prior to the start of the transition period.

Question:

In your answers, it was implied that more than 1 FIDs monitor may currently display advertising. Is there more than 1 FIDs monitor currently displaying advertising and will the new concessionaire be required to replace any of the FIDs monitors.

Response:

There is not more than one FIDs monitor in any FIDs bank currently displaying advertising. The new concessionaire will not be required to replace any of the FIDs monitors as the FIDs monitors are Airport equipment.

Question:

With respect to the terminal concourse and apron expansion project (which you state will not come online until 2018), does ABIA expect the concessionaire to expend significant additional capital for these new advertising display locations when only 2 years would remain on the contract?

Response:

ABIA would not expect the concessionaire to expend significant additional capital with two years remaining on the contract.

Question:

You stated that ABIA would “consider” a four month transition period. An adequate transition period is critical for a new concessionaire and we would request confirmation that (i) the length of the transition period will be four months, and (ii) that it will not commence until all existing equipment has been removed by the current concessionaire.



Response:

ABIA will allow 30 days for the design, permitting, installation and 90 days program implementation. The current concessionaire's equipment will be removed prior to this timeframe.

Question:

Your response to a question regarding the current Dell Computer display was that the current vendor has identified the information as proprietary and, as such, it could not be released. Will ABIA require a new concessionaire to honor the existing contract with Dell Computer not even knowing the amount of the contract or length of the remaining term?

Response:

Dell Computer's existing contract expires concurrently with the existing concessionaire's contract with the City. ABIA will allow the new concessionaire to secure their own advertising contract with Dell Computer and any others interested in advertising at the Airport.

All other terms and conditions remain the same.

