



# FOUR SEPARATE FOOD & BEVERAGE CONCESSION OPPORTUNITIES AT OAKLAND INTERNATIONAL AIRPORT

## ADDENDUM #1

**June 1, 2018**

1. The Port has determined that due to the delay in issuing the Tenant Design Standards, the Proposal Due Date shall be extended. Therefore, as shown on the Invitation, Page 1 of 3, the following has been modified:

<b>Proposal Due Date</b>	No later than 3:00 p.m. (PDT) on <del>July 13, 2018</del> <a href="#">July 27, 2018</a>
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2. Furthermore, due to the delay in releasing the Tenant Design Standards, a supplemental Questions/Request for Information (RFI) specifically for the Tenant Design Standards (and revisions to the Space/Use Permit) will be established as follows:

<b>Questions/Request for Information (RFI) Due Date – For Tenant Design Standards (TDS) and Revisions to the Space/Use Permit ONLY.</b> <b>(The deadline for questions/RFI for the RFP has expired)</b>	<p><b><a href="#">June 15, 2018</a> until 4:00 p.m.</b></p> <p>Please submit questions and/or requests for information (RFI) specific to the TDS or revisions to the Space/Use Permit as soon as possible. No questions or RFIs regarding the TDS or revisions to the Space/Use Permit will be accepted after the above date. All pertinent questions will be responded to and answered in writing no later than the Response Date listed below.</p> <p>Email at: <a href="mailto:concessions@portoakland.com">concessions@portoakland.com</a></p> <p>Mail Address:  Port of Oakland  Aviation Properties Department  Attn: Brandon J. Mark  1 Airport Drive, Box 45  Oakland, CA 94621</p>
<b>Response Date</b>	<p><b><a href="#">June 22, 2018</a></b></p> <p>All pertinent questions will be responded to <b>via addendum</b> emailed to all prospective Respondents who attended the Mandatory Pre-Proposal Meeting and also placed on the Port's website. Respondents who did not receive a copy of the addendum should download it from the Port's</p>



website. See the "How to Obtain RFP Documents" section for our web address. All addenda must be acknowledged on the RFP Acknowledgement and Signature form.

3. Section I.A, second to last paragraph is modified to read: "Gross ~~Sales~~ Receipts for all OAK Food & Beverage Concessions for Calendar Years 2016, ~~and~~ 2017 and 2018 (January through April) are attached as Exhibit "J". Attached to this Addendum #1 is a revised Exhibit "J".
4. Section IV.A.: The first paragraph shall be amended to read as follows:
  - A. Respondents must organize their proposals into the following sections. Each section should be delineated by a divider with a tab labeled appropriately, and each subsection should have a ~~tab~~ subsection title. Proposals should be sturdily bound in a three-ring binder. All sheets should be letter size (8½" × 11") with the exception of renderings, which should be on 11 x 17 inch-sized paper folded to letter size. All sheets must have a page number. Tabs A through G should indicate the main tab number and page number, e.g. A-1, B-1, etc.
5. Section IV.A. Tab B.1.: Shall be amended to read as follows:
  1. Three architectural full-colored renderings (11"x17") for each Unit 1,000 square feet or larger. For Units less than 1,000 square feet, two architectural full-colored renderings (11" × 17") consisting of one rendering illustrating the Interior/Exterior and a second illustrating the Layout/Floor Plan. These renderings may be either two-dimensional or three-dimensional.
6. Exhibit "B" Drawing 6.2, Pages 24 and 25 each dated 5.1.2018, is deleted in its entirety and replaced with the attached Drawing 6.2, Pages 24 and 25 each dated 5.31.2018. The Port has determined that the food and beverage space – front-of-house ("FOH") should be 1,390 square feet, subject to the requirements of Minimum Initial and Mid-Term Capital Investment, and MAG. The balance of the space – back-of-house ("BOH") is 1,636 square feet and is to be covered separately as commissary, storage, back-office, etc.
7. Exhibit "B" Drawing 7.8, Pages 48 and 49 each dated 5.1.2018, is deleted in its entirety and replaced with the attached Drawing 6.2, Pages 24 and 25 each dated 5.31.2018. A small area of approximately 29 square feet at the front of the Unit was erroneously not included. The area of Space No. T2-FB-G23 is revised from 1,429 square feet to 1,455 square feet.
8. Because of the above-referenced changes to Exhibit "B" Drawings 6.2 and 7.8, Exhibit "C" attached to the RFP is hereby deleted and replaced with Exhibit "C" Revised as of June 1, 2018 as attached to this Addendum #1.
9. Interim responses to questions, comments and requests for information (RFI) received by the Port are attached to this Addendum #1. Complete responses will be posted as specified in the RFP.

Exhibit "J"  
OAKLAND INTERNATIONAL AIRPORT  
Gross Receipts - Food and Beverage  
Calendar Year 2016

Unit #	Name	January	February	March	April	May	June	July	August	September	October	November	December	TOTAL
Terminal 1														
F-1	Training Grounds (Closed)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
F-2	Heinolds	43,827.99	38,748.87	39,238.37	36,752.73	38,948.27	50,462.26	48,631.76	49,692.04	43,062.10	47,221.71	43,837.51	46,949.35	527,372.96
F-3	Starbucks	126,010.38	114,879.92	133,094.78	126,593.29	141,384.11	188,672.37	198,992.10	202,255.04	184,291.90	202,725.36	197,476.32	198,758.94	2,015,134.51
F-4/5	Chili's	282,542.22	287,295.82	308,484.35	321,298.39	369,356.76	495,081.02	494,129.90	503,669.98	510,876.13	544,903.59	477,253.50	506,615.13	5,101,506.79
E-2	Vacant	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
F-6	Silver Dragon	211,226.50	212,779.93	234,092.68	243,004.19	273,945.76	433,427.50	441,010.34	379,582.22	310,036.40	346,599.71	299,318.69	327,526.90	3,712,550.82
F-7	Eight Bar	87,903.02	86,032.07	91,253.48	91,598.54	105,193.68	147,968.36	143,460.80	126,506.97	123,481.39	129,500.86	123,847.46	133,083.74	1,389,830.37
F-8	Starbucks	86,518.38	81,004.50	94,338.81	98,932.09	107,993.64	141,170.97	154,034.34	149,686.43	168,587.58	160,312.36	145,570.67	159,318.73	1,547,468.50
Terminal 2														
F-9	Starbucks	155,869.94	160,175.99	161,736.11	169,477.44	175,486.01	184,745.57	198,848.66	194,736.99	205,377.61	215,344.03	199,575.19	219,634.99	2,241,008.53
E-5	Firewood	231,263.99	237,710.43	266,442.31	267,098.13	284,194.02	316,698.44	328,383.50	323,353.46	303,313.93	323,702.13	291,515.77	313,238.56	3,486,914.68
F-10	Pyramid	307,324.46	312,592.90	345,772.63	354,558.99	377,774.60	376,531.72	351,861.32	353,805.04	392,824.02	380,122.36	354,288.24	368,197.33	4,275,653.61
F-11	Jamba Juice	93,841.04	98,880.16	110,785.62	102,225.48	101,778.45	109,288.01	105,436.29	101,555.98	94,086.42	96,805.13	99,789.66	102,336.72	1,216,808.96
	Burger King	100,813.61	105,607.99	117,840.68	111,067.53	123,447.11	137,751.35	142,452.33	132,473.15	115,847.47	122,444.32	128,471.61	149,434.99	1,487,652.14
	Subway	118,336.19	118,528.07	131,229.49	136,110.39	158,252.94	145,913.46	150,066.17	148,922.94	133,458.28	135,944.28	135,830.39	143,778.13	1,656,370.73
	Fentons (Former Peony)	16,308.07	17,440.70	20,785.09	25,021.05	27,026.73	25,314.75	27,910.72	28,788.77	26,937.02	24,369.40	24,541.15	23,642.10	288,085.55
F-12	Otaez (Closed 10/2014)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Training Grounds	8,802.86	8,374.63	8,490.91	7,769.02	7,769.02	8,895.96	6,866.33	9,420.24	6,800.37	8,073.52	7,483.25	7,474.48	96,220.59
	R-11f Auntie Anne's	51,882.84	48,785.31	67,627.06	68,896.97	67,851.92	76,513.15	78,715.50	74,702.72	61,977.27	65,274.53	72,485.30	81,204.68	815,917.25
	Starbucks	143,693.84	143,626.11	160,107.61	155,351.56	160,778.41	153,048.60	153,474.34	146,919.93	160,297.78	157,783.76	159,951.08	163,280.01	1,858,313.03
F-14	CPK ASAP	102,961.28	111,252.21	140,411.89	131,785.69	142,456.13	143,569.40	137,605.40	121,771.76	121,082.03	124,705.31	131,156.28	129,869.15	1,538,626.53
	Fentons	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Max's	125,218.95	126,992.04	156,351.74	153,026.69	164,779.23	155,771.12	140,931.61	143,086.39	132,218.62	138,044.58	135,475.24	124,794.09	1,696,690.30
	E-9 Andale	359,674.65	372,016.95	445,792.00	436,085.66	471,772.43	463,983.82	412,913.45	417,487.82	423,724.21	429,386.27	436,735.73	417,860.27	5,087,433.26
F-15	Gordon Biersch	51,142.68	52,331.84	68,377.11	64,950.53	70,577.38	76,534.57	64,825.56	61,763.02	62,310.44	67,389.88	70,337.48	72,409.38	782,949.87
TOTAL		2,705,162.89	2,735,056.44	3,102,252.72	3,101,604.36	3,370,766.60	3,831,342.40	3,780,550.42	3,670,180.89	3,580,590.97	3,720,653.09	3,534,940.52	3,689,407.67	40,822,508.98
Prior Year Total		2,337,751.81	2,311,133.75	2,749,899.43	2,784,411.69	2,931,790.17	3,171,963.65	3,367,893.33	3,185,240.38	3,026,965.81	3,210,262.30	3,132,489.89	3,241,685.13	35,451,487.34
Change from Prior Year		15.716%	18.343%	12.813%	11.392%	14.973%	20.788%	12.253%	15.225%	18.290%	15.899%	12.848%	13.811%	15.150%

TOTAL														
Enplaning		412,261	403,725	484,557	470,112	498,440	564,705	564,361	550,705	510,937	535,789	520,720	525,143	6,041,455
Deplaning		430,812	401,384	477,701	471,136	502,312	548,803	567,830	559,680	506,853	540,970	516,658	505,373	6,029,512
Total		843,073	805,109	962,258	941,248	1,000,752	1,113,508	1,132,191	1,110,385	1,017,790	1,076,759	1,037,378	1,030,516	12,070,967
Sales per ENP		6.56177	6.77455	6.40225	6.59759	6.76263	6.78468	6.69882	6.66451	7.00789	6.94425	6.78856	7.02553	6.75707

TERMINAL ONE ENP	135,124	127,529	148,268	148,237	164,729	236,804	250,536	231,213	207,694	220,376	206,920	202,995	2,280,425	37.75%
TERMINAL 2 ENP	277,137	276,196	336,289	321,875	333,711	327,901	313,825	319,492	303,243	315,413	313,800	322,148	3,761,030	62.25%

Totals By Terminal														
TOTAL T-1		838,028.49	820,741.11	900,502.47	918,179.23	1,036,822.22	1,456,782.48	1,480,259.24	1,411,392.68	1,340,335.50	1,431,263.59	1,287,304.15	1,372,252.79	14,293,864
Prior Year T-1 Total		720,637.81	705,825.83	848,599.58	878,373.96	942,999.20	1,056,985.76	1,117,148.67	1,036,114.15	918,013.66	936,262.68	894,172.61	946,050.35	11,001,184
Change From Prior Year		16.290%	16.281%	6.116%	4.532%	9.949%	37.824%	32.503%	36.220%	46.004%	52.870%	43.966%	45.051%	29.930%
SPE T-1		6.20	6.44	6.07	6.19	6.29	6.15	5.91	6.10	6.45	6.49	6.22	6.76	6.27
SPE Prior Year T-1		6.10	6.50	6.56	6.47	6.40	6.28	6.19	6.21	6.62	6.64	6.62	6.64	5.93
Change From Prior Year		1.590%	-1.064%	-7.377%	-4.278%	-1.617%	-2.097%	-4.562%	-1.625%	-2.447%	-2.259%	-6.057%	1.775%	5.779%
TOTAL T-2		1,867,134.40	1,914,315.33	2,201,750.25	2,183,425.13	2,333,944.38	2,374,559.92	2,300,291.18	2,258,788.21	2,240,255.47	2,289,389.50	2,247,636.37	2,317,154.88	26,528,645
Prior Year T-2 Total		1,617,114.00	1,605,307.92	1,901,299.85	1,906,037.73	1,988,790.97	2,114,977.89	2,250,744.66	2,149,126.23	2,108,952.15	1,298,731.65	1,234,012.01	1,320,262.82	21,495,358
Change From Prior Year		15.461%	19.249%	15.802%	14.553%	17.355%	12.274%	2.201%	5.103%	6.226%	76.279%	82.141%	75.507%	23.416%
SPE T-2		6.74	6.93	6.55	6.78	6.99	7.24	7.33	7.07	7.39	7.26	7.16	7.19	7.05
SPE Prior Year T-2		6.13	6.26	6.06	6.04	6.12	6.17	6.37	6.16	6.43	6.48	6.54	6.55	6.03
Change From Prior Year		9.992%	10.677%	8.126%	12.398%	14.370%	17.297%	15.025%	14.733%	14.872%	12.031%	9.480%	9.883%	17.037%

**Exhibit "J"**  
**OAKLAND INTERNATIONAL AIRPORT**  
**Gross Receipts - Food and Beverage**  
**Calendar Year 2017**

Unit #	Name	January	February	March	April	May	June	July	August	September	October	November	December	TOTAL YTD
<b>Terminal 1</b>														
F-1	Training Grounds (Closed Aug 2014)													
F-2	Heinolds	39,643.23	33,774.06	37,116.48	45,339.40	49,665.97	62,167.83	63,154.37	60,246.77	52,623.61	46,696.48	41,212.62	43,347.98	574,988.80
F-3	Starbucks	174,775.96	158,939.58	182,314.07	191,357.62	201,509.84	215,805.24	236,129.03	223,635.16	191,520.79	183,420.02	181,951.44	195,129.63	2,336,488.38
F-4/5	Chili's	420,740.48	414,256.10	486,553.00	498,041.30	563,633.10	583,195.40	551,525.59	564,226.99	525,698.66	562,188.58	537,944.54	513,198.51	6,221,202.25
E-2	Escape Lounge (Not F& B)	-	-	-	-	-	-	-	-	-	-	-	-	-
F-6	Silver Dragon	264,955.10	245,565.69	289,909.75	314,893.49	395,857.52	486,028.12	471,622.73	463,558.98	401,767.11	397,282.15	355,635.61	339,509.86	4,426,586.11
F-7	Eight Bar	112,885.27	114,533.61	138,753.60	140,079.33	168,219.23	195,816.37	192,365.38	199,429.50	180,647.61	157,165.52	141,563.41	131,735.48	1,873,194.31
F-8	Starbucks	134,792.11	120,517.89	146,383.32	161,028.08	163,778.72	186,297.89	203,690.01	198,289.40	177,430.56	179,748.42	174,890.81	166,695.40	2,013,542.61
<b>Terminal 2</b>														
F-9	Starbucks	202,896.12	182,306.97	200,961.79	188,738.90	202,456.42	203,753.73	204,845.58	208,661.01	203,092.95	205,218.93	201,609.46	207,729.51	2,412,271.37
E-5	Firewood	262,928.89	258,420.35	272,386.23	255,869.48	302,411.87	308,077.35	298,591.52	302,735.72	295,083.31	323,877.55	318,303.13	309,851.87	3,508,537.27
F-10	Pyramid	328,453.12	342,146.63	383,673.22	349,693.61	399,287.81	387,635.12	364,817.08	392,142.16	399,523.98	415,028.98	417,442.49	406,526.21	4,586,370.41
F-11	Jamba Juice	91,318.12	90,869.70	111,249.90	101,193.99	101,567.56	116,416.51	116,444.57	107,815.50	100,250.20	105,396.16	111,022.07	111,051.80	1,264,596.08
	Burger King	116,964.24	110,026.15	126,480.27	121,447.54	133,587.58	146,329.71	142,962.83	138,996.85	132,710.13	142,561.25	146,259.45	150,501.77	1,608,827.77
	Subway	132,572.30	126,611.27	142,027.38	136,946.39	146,512.74	154,422.03	150,969.64	151,355.25	136,759.80	147,791.11	141,702.20	142,359.31	1,710,029.42
	Fentons (New October 2015)	22,936.70	26,811.97	27,414.42	30,702.54	35,294.57	38,167.57	36,391.05	33,282.56	30,182.72	26,274.87	26,748.69	24,728.28	358,935.94
	Otaez (Closed October 2014)													
F-12	Training Grounds	8,012.78	6,969.08	7,304.53	9,047.69	8,323.09	7,817.21	10,893.77	9,255.22	7,576.88	7,271.35	9,000.72	7,363.69	98,836.01
R-11f	Auntie Anne's	57,890.83	59,293.59	87,921.08	100,711.73	99,576.67	99,565.49	108,012.53	97,577.73	74,995.01	71,378.65	68,675.23	70,391.01	995,989.55
F-13	Starbucks	138,742.44	130,680.36	164,610.56	165,320.06	165,764.62	175,211.84	171,404.58	172,485.64	148,900.30	166,820.67	162,594.89	172,032.97	1,934,568.93
F-14	CPK ASAP	101,763.52	115,357.50	147,149.46	138,886.08	145,188.70	159,482.07	157,095.10	155,208.77	127,928.69	139,202.30	128,373.40	135,278.74	1,650,914.33
	Fentons (Relocated April 2015)													
	Max's	96,371.21	113,826.61	143,545.84	154,458.18	170,347.23	174,125.76	174,498.64	157,677.03	139,893.32	145,322.48	137,339.58	123,929.26	1,731,335.14
E-9	Andale	352,396.84	376,832.99	472,928.44	470,042.41	479,918.31	467,699.56	451,138.74	469,704.73	431,065.87	477,843.50	455,388.29	430,017.49	5,334,977.17
F-15	Gordon Biersch	55,996.46	61,339.47	75,682.01	81,479.56	80,261.51	81,908.72	79,008.64	82,738.43	72,897.92	78,064.30	81,808.21	78,378.67	909,563.90
	TOTAL	3,117,035.72	3,089,079.57	3,644,365.35	3,655,277.38	4,013,163.06	4,249,923.52	4,185,561.38	4,189,023.40	3,830,549.42	3,978,553.27	3,839,466.24	3,759,757.44	45,551,755.75

<b>TOTAL</b>														
Enplaning		440,843.00	425,580.00	508,709.00	527,192.00	567,402.00	618,928.00	612,379.00	605,903.00	543,831.00	565,321.00	558,067.00	556,113.00	6,530,268.00
Deplaning		468,015.00	424,286.00	500,177.00	534,424.00	573,419.00	599,337.00	623,132.00	620,745.00	539,470.00	575,600.00	553,057.00	530,275.00	6,541,937.00
Total		908,858.00	849,866.00	1,008,886.00	1,061,616.00	1,140,821.00	1,218,265.00	1,235,511.00	1,226,648.00	1,083,301.00	1,140,921.00	1,111,124.00	1,086,388.00	9,733,772.00
Sales per ENP		7.07	7.26	7.16	6.93	7.07	6.87	6.83	6.91	7.04	7.04	6.88	6.76	6.98

TERMINAL 1 ENPLANING	181,913.00	162,419.00	193,899.00	215,035.00	238,109.00	279,146.00	278,604.00	271,849.00	232,971.00	232,069.00	213,725.00	216,416.00	2,716,155.00
TERMINAL 2 ENPLANING	258,930.00	263,161.00	314,810.00	312,157.00	329,293.00	339,782.00	333,775.00	334,054.00	310,860.00	333,252.00	344,342.00	339,697.00	3,814,113.00

**Totals By Terminal**

TOTAL T-1	1,147,792.15	1,087,586.93	1,281,030.22	1,350,739.22	1,542,664.38	1,729,310.85	1,718,487.11	1,709,386.80	1,529,688.34	1,526,501.17	1,433,198.43	1,389,616.86	17,446,002.46
Prior Year T-1 Total	838,028.49	820,741.11	900,502.47	918,179.23	1,036,822.22	1,456,782.48	1,480,259.24	1,411,392.68	1,340,335.50	1,431,263.59	1,287,304.15	1,372,252.79	14,293,863.95
Change From Prior Year	0.37	0.33	0.42	0.47	0.49	0.19	0.16	0.21	0.14	0.07	0.11	0.01	0.22
SPE T-1	6.31	6.70	6.61	6.28	6.48	6.20	6.17	6.29	6.57	6.58	6.71	6.42	6.42
SPE Prior Year T-1	6.20	6.44	6.07	6.19	6.29	6.15	5.91	6.10	6.45	6.49	6.22	6.76	5.93
Change From Prior Year	0.02	0.04	0.09	0.01	0.03	0.01	0.04	0.03	0.02	0.01	0.08	(0.05)	0.08
TOTAL T-2	1,969,243.57	2,001,492.64	2,363,335.13	2,304,538.16	2,470,498.68	2,520,612.67	2,467,074.27	2,479,636.60	2,300,861.08	2,452,052.10	2,406,267.81	2,370,140.58	28,105,753.29
Prior Year T-2 Total	1,867,134.40	1,914,315.33	2,201,750.25	2,183,425.13	2,333,944.38	2,374,559.92	2,300,291.18	2,258,788.21	2,240,255.47	2,289,389.50	2,247,636.37	2,317,154.88	26,528,645.03
Change From Prior Year	0.05	0.05	0.07	0.06	0.06	0.06	0.07	0.10	0.03	0.07	0.07	0.02	0.06
SPE T-2	7.61	7.61	7.51	7.38	7.50	7.42	7.39	7.42	7.40	7.36	6.99	6.98	7.37
SPE Prior Year T-2	6.74	6.93	6.55	6.78	6.99	7.24	7.33	7.07	7.39	7.26	7.16	7.19	7.05
Change From Prior Year	0.13	0.10	0.15	0.09	0.07	0.02	0.01	0.05	0.00	0.01	(0.02)	(0.03)	0.04

**Exhibit "J"**  
**OAKLAND INTERNATIONAL AIRPORT**  
**Gross Receipts - Food and Beverage**  
**Calendar Year 2018**

Unit #	Name	January	February	March	April	May	June	July	August	September	October	November	December	TOTAL YTD
<b>Terminal 1</b>														
F-1	Training Grounds (Closed Aug 2014)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
F-2	Heinolds	39,421.57	34,777.27	44,358.87	49,146.94	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	167,704.65
F-3	Starbucks	169,689.76	162,265.83	198,967.91	201,237.90	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	732,161.40
F-4/5	Chili's	435,643.79	444,207.53	557,039.15	585,663.29	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,022,553.76
E-2	Escape Lounge (Not F&B)													
F-6	Silver Dragon	277,229.70	290,486.70	370,292.00	431,600.20	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,369,608.60
F-7	Eight Bar	105,282.97	120,710.87	153,762.36	161,532.38	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	541,288.58
F-8	Starbucks	148,491.90	137,760.83	172,140.52	180,617.31	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	639,010.56
<b>Terminal 2</b>														
F-9	Starbucks	185,577.13	166,259.05	194,511.67	190,552.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	736,900.18
E-5	Firewood	261,795.52	260,431.77	300,717.34	317,353.17	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,140,297.80
F-10	Pyramid	349,274.43	337,472.35	401,452.02	382,405.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,470,603.84
F-11	Jamba Juice	102,279.62	95,386.83	116,388.22	114,333.85	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	428,388.52
	Burger King	116,059.48	107,788.03	131,039.11	129,061.07	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	483,947.69
	Subway	125,010.15	118,525.36	140,246.41	136,486.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	520,267.92
	Fentons (New October 2015)	22,333.06	24,050.55	26,735.19	26,482.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	99,601.20
	Otaez (Closed October 2014)													
F-12	Training Grounds													
R-11f	Auntie Anne's	58,902.08	49,975.35	66,377.95	66,398.85	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	241,654.23
F-13	Starbucks	144,216.88	134,869.20	157,160.83	155,073.94	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	591,320.85
F-14	CPK ASAP	112,228.38	109,607.54	128,798.28	116,892.35	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	467,526.55
	Fentons (Relocated April 2015)													
	Max's	108,679.05	105,152.06	129,985.28	119,027.44	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	462,843.83
E-9	Andale	360,940.96	370,633.08	445,108.95	430,499.99	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,607,182.98
F-15	Gordon Biersch	54,680.06	63,766.55	-	75,826.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	194,272.63
	TOTAL	3,177,736.49	3,134,126.75	3,735,082.06	3,870,190.47	-	-	-	-	-			-	13,917,135.77

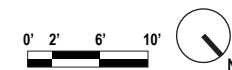
TOTAL

Enplaning	460,996	447,450	539,961	554,376	
Deplaning	<u>488,327</u>	<u>447,079</u>	<u>529,629</u>	<u>564,643</u>	
Total	949,323	894,529	1,069,590	1,119,019	Estimated CY2018 Enplanements (Based on Forecasted FY Enplanements) = 7,161,250
Sales per ENP	6.89320	7.00442	6.91732	6.98117	

TERMINAL 1 ENPLANING	183,283	183,184	221,833	245,528	833,828
TERMINAL 2 ENPLANING	277,713	264,266	318,128	308,848	1,168,955

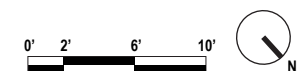
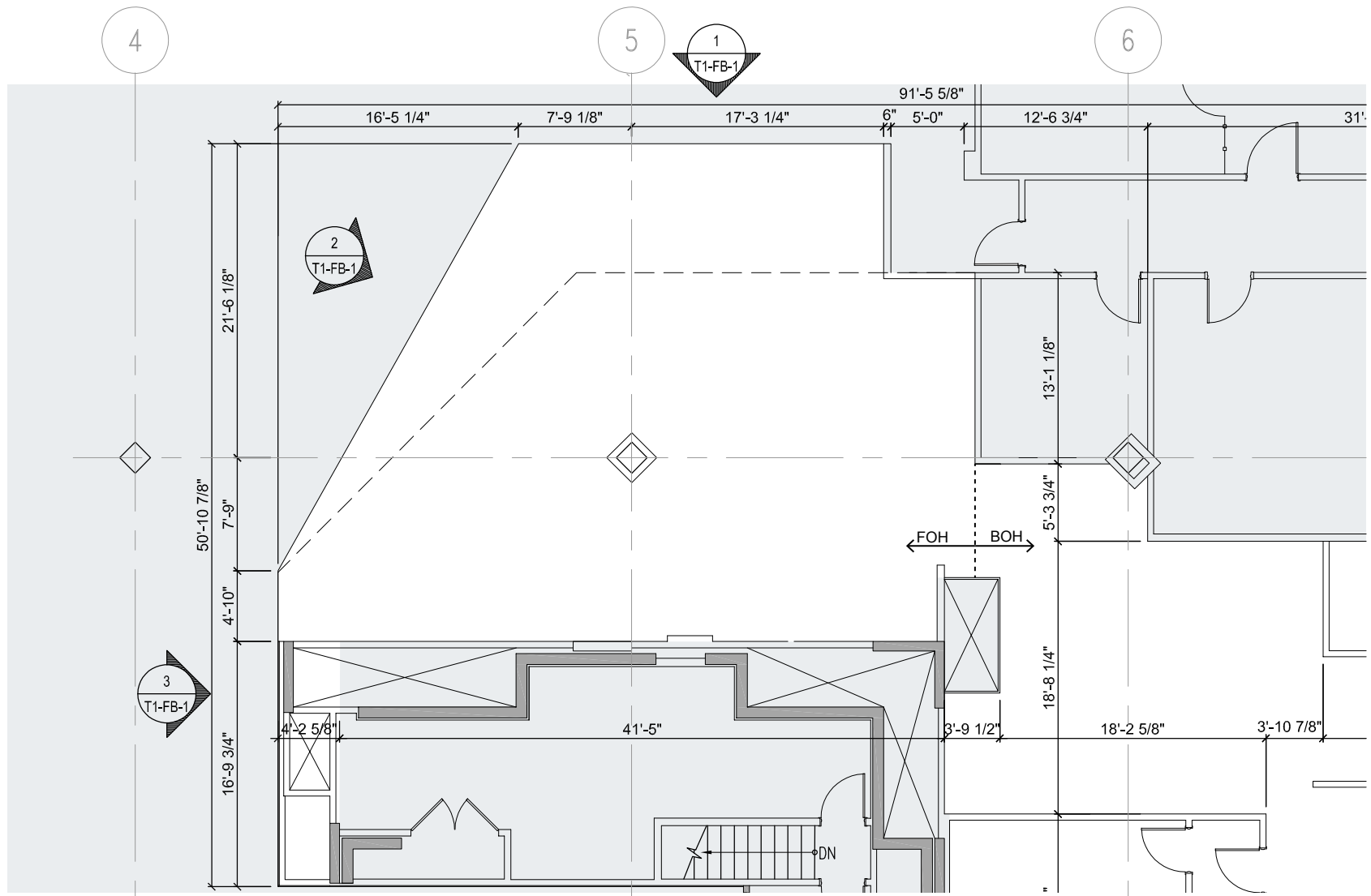
### Totals By Terminal

TOTAL T-1	1,175,759.69	1,190,209.03	1,496,560.81	1,609,798.02	5,472,327.55
Prior Year T-1 Total	1,147,792.15	1,087,586.93	1,281,030.22	1,350,739.22	4,867,148.52
Change From Prior Year	2.4%	9.4%	16.8%	19.2%	12.4%
SPE T-1	6.41	6.50	6.75	6.56	6.56
SPE Prior Year T-1	6.31	6.70	6.61	6.28	5.93
Change From Prior Year	1.7%	-3.0%	2.1%	4.4%	10.7%
TOTAL T-2	2,001,976.80	1,943,917.72	2,238,521.25	2,260,392.45	8,444,808.22
Prior Year T-2 Total	1,969,243.57	2,001,492.64	2,363,335.13	2,304,538.16	8,638,609.50
Change From Prior Year	1.7%	-2.9%	-5.3%	-1.9%	-2.2%
SPE T-2	7.21	7.36	7.04	7.32	7.22
SPE Prior Year T-2	7.61	7.61	7.51	7.38	7.05
Change From Prior Year	-5.2%	-3.3%	-6.3%	-0.9%	2.4%



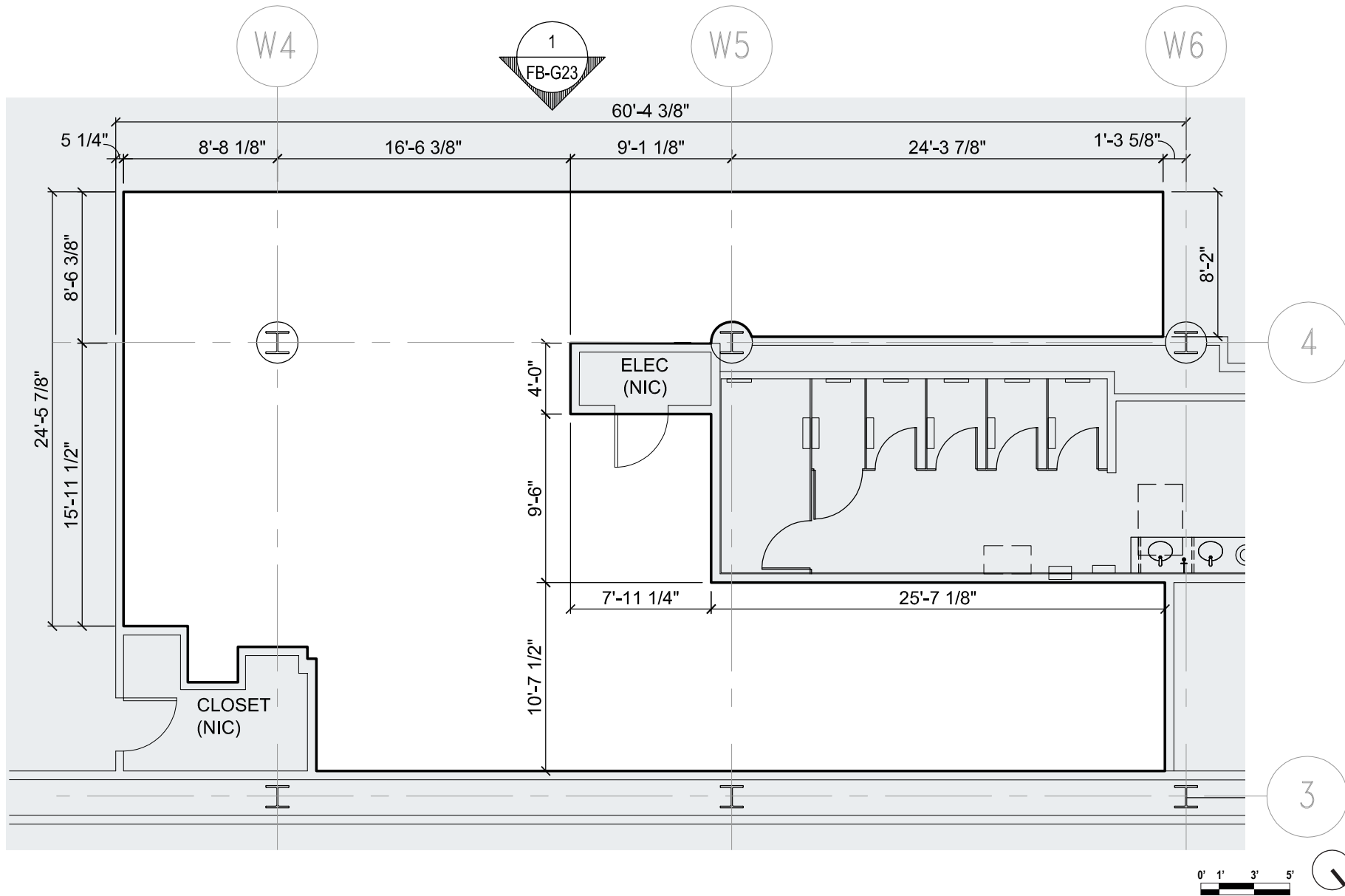
## 6.2 SPACE T1-FB-1 - ENLARGED PLAN

AREA (FOH) = 1390 SF / AREA (BOH) = 1636 SF

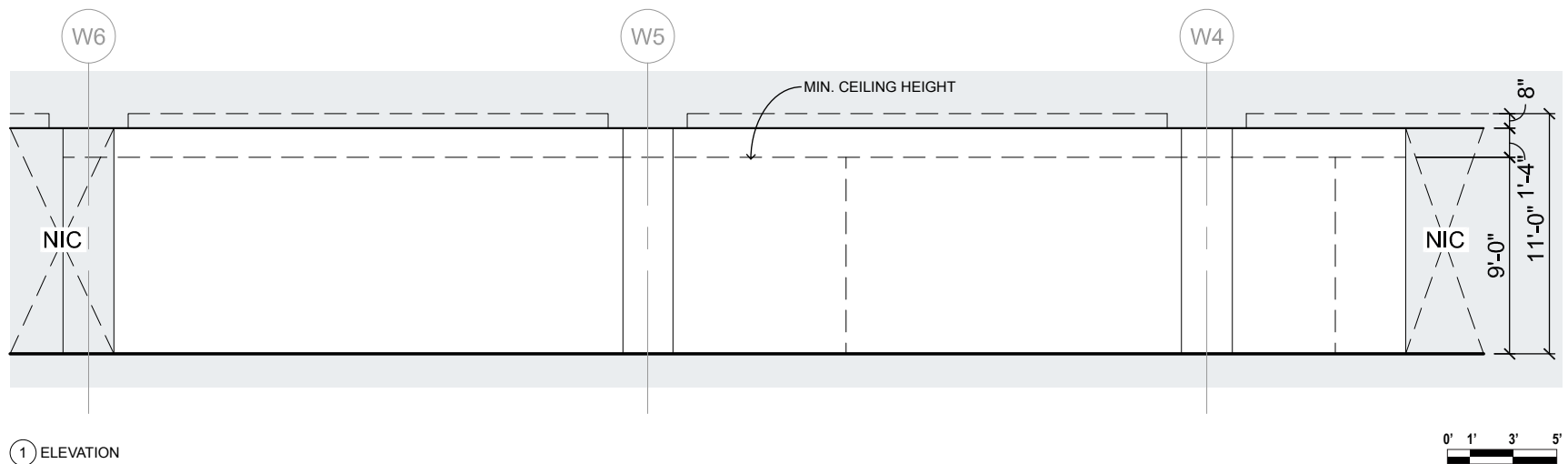


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7.8 SPACE T2-FB-G23 AREA = 1455 SF



## 7.8 SPACE T2-FB-G23 ELEVATION



**Exhibit "C"**  
**Details of Units and Concepts Proposed for Each Package**  
**Revised as of June 1, 2018**

Proposed Concept Category	Existing Unit #	New Unit #	Food & Beverage Service			Square Feet Per Package			
			Food - All Day Parts	Alcohol	Coffee	Pkg. 1	Pkg. 2	Pkg. 3	Pkg. 4
<b>Pre-Secure</b>									
Café/Bar & Coffee	F-2	T1-FB-1	Yes	Yes	Yes	1,390	-	-	-
Café/Bar & Coffee	F-12	T2-FB-1	Yes	Yes	Yes	-	1,058	-	-
						1,390	1,058	-	-
<b>Terminal 1</b>									
Coffee with Food	F-3	T1-FB-G4	Yes	Yes	Yes	-	1,577	-	-
Restaurant/Lounge and To Go or Restaurant/Lounge with Fast Casual/Quick Serve	F-4/5	T1-FB-G8	Yes	Yes	Yes	3,878	-	-	-
Fast Casual or Quick Serve	F-6	T1-FB-G9	Yes	Yes	Optional	-	-	1,283	-
Fast Casual or Quick Serve	F-7	T1-FB-G8A	Yes	Yes	Optional	-	1,158	-	-
Coffee with Food	F-8	T1-FB-G9A	Yes	Optional	Yes	853	-	-	-
						4,731	2,735	1,283	-
<b>Terminal 2</b>									
Coffee with Food	F-9	T2-FB-G22	Yes	Optional	Yes	-	1,081	-	-
Fast Casual or Quick Serve	E-5	T2-FB-G23	Yes	Yes	Optional	-	-	-	1,455
Fast Casual or Quick Serve	F-10	T2-FB-G24	Yes	Yes	Yes	1,583	-	-	-
Fast Casual/QS & Seating or Restaurant/Lounge and Fast Casual/QS	F-11	T2-FB-G25	Yes	Yes	Yes	-	5,553	-	-
Open Concept	New	T2-FB-C2-1	Yes	Yes	Optional	-	727	-	-
Open Concept	New	T2-FB-C2-2	Yes	Yes	Optional	1,010	-	-	-
Coffee with Food	F-13	T2-FB-G27	Yes	Optional	Yes	487	-	-	-
Restaurant/Lounge & To Go	F-14	T2-FB-G28	Yes	Yes	Optional	2,279	-	-	-
Fast Casual or Quick Serve	E-9	T2-FB-G29	Yes	Yes	Optional	-	1,495	-	-
Coffee with Food or Quick Serve with Coffee	F-15	T2-FB-G30	Yes	Optional	Yes	-	537	-	-
						5,359	9,393	-	1,455
<b>Total Square Feet</b>	<b>27,404</b>					<b>11,480</b>	<b>13,186</b>	<b>1,283</b>	<b>1,455</b>

**FOUR SEPARATE FOOD & BEVERAGE CONCESSION OPPORTUNITIES AT OAKLAND INTERNATIONAL AIRPORT**  
**QUESTIONS & COMMENTS ON THE RFP**  
**JUNE 1, 2018**

On May 4, 2018 the Port of Oakland issued a **Request for Proposal – Four Separate Food & Beverage Concessions Opportunities at Oakland International Airport** as posted on the Port’s website at: <https://www.portofoakland.com/business/bids-rfps/>; the “RFP”.

Pursuant to the RFP, Questions and Requests for Information (“RFI”) are to be submitted to the Port at email address: [concessions@portoakland.com](mailto:concessions@portoakland.com) by 4:00 p.m. on May 29, 2018. Questions, comments and RFI have been received. Staff has collected these questions, comments and RFI, reviewed, consolidated similar questions, comments and RFI, and summarized below. Please note: this is an interim response; the Port has received more questions, comments and RFI than are addressed here. Answers and responses to all questions, comments and RFI will be posted on June 8, 2018 as specified in the RFP:

	Question/Comment/Issue/Concern	Port Response			
A.	DATES & DEADLINES				
1.	<u>Proposal Due Date</u>	The Proposal Due Date shall be extended from no later than 3:00 p.m. (PDT) July 13, 2018 to <u>no later than 3:00 p.m. (PDT) July 27, 2018</u> .			
2.	<u>Questions/RFI Due Date</u>	The <b>May 29, 2018</b> deadline for submitting Questions and Requests for Information will not be extended, <u>except</u> :  A separate Due Date for Questions/RFI specifically related to the “Tenant Design Standards” and revisions to the Space/Use Permit will be established when the Tenant Design Standards are formally integrated into the RFP.			
3.	<u>Tenant Design Standards – Questions/Requests for Information (RFI) Due Date:</u>	Due to the delay in releasing the Tenant Design Standards (TDS), a supplemental Questions/Request for Information (RFI) specifically for the TDS will be established as follows: <table><tr><td>Questions/Request for Information (RFI) Due Date – For Tenant Design Standards (TDS) and Revisions to the Space/Use Permit ONLY. (The deadline for questions/RFI for the RFP has expired)</td><td><b>June 15, 2018 until 4:00 p.m.</b>  Please submit questions and/or requests for information (RFI) specific to the TDS or revisions to the Space/Use Permit as soon as possible. No questions or RFIs regarding the TDS or revisions to the Space/Use Permit will be accepted after the above date. All pertinent questions</td></tr></table>		Questions/Request for Information (RFI) Due Date – For Tenant Design Standards (TDS) and Revisions to the Space/Use Permit ONLY. (The deadline for questions/RFI for the RFP has expired)	<b>June 15, 2018 until 4:00 p.m.</b>  Please submit questions and/or requests for information (RFI) specific to the TDS or revisions to the Space/Use Permit as soon as possible. No questions or RFIs regarding the TDS or revisions to the Space/Use Permit will be accepted after the above date. All pertinent questions
Questions/Request for Information (RFI) Due Date – For Tenant Design Standards (TDS) and Revisions to the Space/Use Permit ONLY. (The deadline for questions/RFI for the RFP has expired)	<b>June 15, 2018 until 4:00 p.m.</b>  Please submit questions and/or requests for information (RFI) specific to the TDS or revisions to the Space/Use Permit as soon as possible. No questions or RFIs regarding the TDS or revisions to the Space/Use Permit will be accepted after the above date. All pertinent questions				

Question/Comment/Issue/Concern		Port Response	
			<p>will be responded to and answered in writing no later than the Response Date listed below.</p> <p>Email at: <a href="mailto:concessions@portoakland.com">concessions@portoakland.com</a></p> <p>Mail Address:</p> <p>Port of Oakland Aviation Properties Department Attn: Brandon J. Mark 1 Airport Drive, Box 45 Oakland, CA 94621</p>
		Response Date	<p><b>June 22, 2018</b></p> <p>All pertinent questions will be responded to <b>via addendum</b> emailed to all prospective Respondents who attended the Mandatory Pre-Proposal Meeting and also placed on the Port's website. Respondents who did not receive a copy of the addendum should download it from the Port's website. See the "How to Obtain RFP Documents" section for our web address. All addenda must be acknowledged on the RFP Acknowledgement and Signature form.</p>
<b>B.</b>	<b>UNIT INFORMATION</b>		
<b>1.</b>	<u>Alcohol</u> : Clarify that the sale of alcohol in Units identified is "desirable" (especially in pre-security Units), but optional, particularly if the chosen brand is one that does not sell alcohol on the street.	The Port will not revise <b>Exhibit "C"</b> to address this issue. Section II.A. (last paragraph on Page 8) states: "Requests for deviations from the requirement for each category, if any, should be noted in the Proposal. However, the justification for the change in category may be considered in the evaluation of each Proposal." If Respondent does not wish to sell alcohol in one of the Units listed with "Yes" in the alcohol column, the Proposal should provide an explanation.	
<b>2.</b>	<u>Asbestos</u> : Are there any known asbestos, lead paint or other hazards with respect to the Units being redeveloped?	<b>Exhibit "K"</b> is an exhaustive list of environmental reports covering all areas of OAK's Terminal Complex. Respondents should review the list and request that specific reports be made available for review; requests to receive environmental	

	Question/Comment/Issue/Concern	Port Response
		reports are not subject to the Questions/RFI deadlines and such environmental reports may be requested at any time throughout the RFP process.
3.	<u>Bar</u> : Can a full bar be included in the “Fast Casual” or “Quick Serve” categories?	The definitions of both Quick Serve and Fast Casual in Sections II.A.2 and II.A.3 include “alcohol service”; the Port does not object to incorporating a full bar into Units with those concepts.
4.	<u>Coffee</u> : Clarify that offering “coffee” does not necessarily mean that specialty coffee drinks (espresso, cappuccino, etc.) must be included unless coffee is the primary category for the Unit.	As shown in <b>Exhibit “C”</b> , a variety of specialty coffee drinks are expected to be provided in those Units in the column titled “Proposed Concept Category” – Café/Bar & Coffee. For all other Units, where there is a “Yes” in the “Coffee” column, it is the discretion of the Respondent to determine the types and variety of coffee served in the Unit.
5.	<u>Exhibits A, B &amp; C</u> : Clarify the differences between these three exhibits.	<p><b>Exhibit “A”</b> shows the current location of existing Units. This exhibit is included because it will be helpful in illustrating current operations and when reviewing the sales information provided in Exhibit J. Because many of the Unit square footages are changing, the Port decided to retire the current numbering system and start with fresh Unit numbering/identification.</p> <p><b>Exhibit “B”</b> is the Location Plans that are part of the <i>draft</i> Tenant Design Standards and illustrates the location of all units included in the RFP. The red and green coloring of the Units are <u>not</u> applicable to the Packages and the colors should be ignored.</p> <p><b>Exhibit “C”</b> is the accurate Unit information showing the Unit Numbers and square feet by package, and should be used in preparation of Proposals. All should be considered correct except for Unit T1-FB-1 (detailed elsewhere in this Addendum).</p>
6.	<u>Mid-Term Refurbishment</u> : The Port requires that all mid-term refurbishments must be completed in a six-month period. If operators of Packages 1 and 2 are performing refurbishments during the same period, with some of the Units being closed for a period of time, the Port risks having far too few units open for its customers. Please consider extending this period to one year.	Refer to <i>Space/Use Permit</i> , Attachment “A”, Section 2; the Port does expect a large number of Units to actually close during the Mid-Term Refurbishment process, and the Port controls which Units will be permitted to be closed. The Port will not extend the six-month Mid-Term Refurbishment time frame.

	Question/Comment/Issue/Concern	Port Response
7.	<u>Property Taxes</u> : What are the current property taxes for the Oakland International Airport?	<p>The Port does not assess any taxes.</p> <p>Alameda County Assessor's Office calculates a Possessory Interest Tax based on:</p> <ul style="list-style-type: none"> <li>• Rents</li> <li>• Expenses of agency</li> <li>• Term of the tenancy agreement (including any options)</li> <li>• Discount Rate</li> </ul> <p>Possessory Interest Tax = Assessed Value × Tax Rate (approximately 1.35%)</p> <p>The Port suggests contacting Joann Chau of the Alameda County Assessor's Office at 510.272.3602 or <a href="mailto:joann.chau@acgov.org">joann.chau@acgov.org</a></p> <p>In addition, the City of Oakland charges business taxes, license and permit fees: see: <a href="http://oaklandbusinesscenter.com">http://oaklandbusinesscenter.com</a></p> <p>Please note that the Port does not give any tax advice, and Respondent should consult with their own tax advisors.</p>
8.	<u>Quick Serve &amp; Fast Casual</u> : Expand the scope of Fast Casual and Quick Serve concepts to allow small bars with quick or casual menus. A number of Units that logically need a bar component are not described that way in the RFP.	The definitions of both Quick Serve and Fast Casual in Sections II.A.2 and II.A.3 include "alcohol service". The Port does not believe there is any need to amend those definitions.
9.	<u>Trash Fee</u> : Does the Port charge a fee for trash generated by concessions?	The Port does not charge a separate fee for disposing of trash, recycled or compostable materials.
10.	<u>Storage Space Within Unit</u> : Please clarify if the 5% maximum storage allowed is per location or per package.	Pursuant to Paragraph B.3 of the <i>Space/Use Permit</i> : " <u>Storage Maximum</u> . Permittee shall use no more than five (5%) of the square footage in <b>each Concession Unit</b> for storage." <b>Emphasis Added</b> ; the referenced 5% maximum square footage allotted to storage is <u>per Unit</u> , not per package.
11.	<u>Unit T1-FB-1 Terminal 1 Pre-Security</u> : Please provide an explanation for the difference in Unit size of F-2 showing 935 square feet vs the renumbered T1-FB-1 at 3,026 square feet.	The gross area of Unit T1-FB-1 currently shows total square footage of 3,026. The Port has determined that the food and beverage space – front-of-house ("FOH") – should be 1,390 square feet, subject to the requirements of Minimum Initial and Mid-Term Capital Investment, and MAG. Exhibits "B" and "C" will be updated. The balance of the space – back-of-house ("BOH") – is 1,636 square feet and is to be covered separately as commissary, storage, back-office, etc. As

	Question/Comment/Issue/Concern	Port Response
		a reminder, all square footage numbers in the RFP are subject to adjustment based on Paragraph D.2 of the <i>Space/Use Permit</i> .
12.	<u>Unit T2-FB-G25 (formerly Unit F-11)</u> : Will the Port allow a single casual dining restaurant in this location?	Exhibit “C” defines Unit T2-FB-G25 as “Fast Casual/Quick Serve plus Seating” or Restaurant/Lounge and Fast Casual/Quick Serve”. As illustrated on the example renderings in Exhibit “B”, Pages 102 through 109, the Port would expect either a food hall with multiple Fast Casual and Quick Serve concepts or a Full Service Restaurant/Lounge incorporating a Quick Service component.
C.	<b>GENERAL INFORMATION</b>	
1.	<u>Enplanements</u> : Please clarify the number of enplanements for OAK. Are there any enplaning projections for 2018 based on the first 5 months of the calendar year and for 2019?	See revised/updated Exhibit “J” in Addendum #1 which includes Year-To-Date CY2018 gross receipts and enplanements, plus estimated full year CY2018 enplanements.  Also see Exhibit “I-4” which includes forecasted/extrapolated enplanements for CYs 2020, 2021 and 2022. Based on this same extrapolation, CY 2019 total passengers may be estimated at 14,322,500 with enplanements at approximately 50% of that number.  Note Section VI.R: The Port makes no representation or guarantee concerning forecasted enplanements; “The Respondent must rely solely on its own independent assessment as the basis for the submission of any Proposal made.”
2.	<u>Layout of the Interior</u> : Please confirm the term “Layout of Interior” = Floor Plan.	In Section IV.A.Tab B.1.c.: The Port intends that a “Layout of Interior” will be a detailed, two-dimensional floor plan.
3.	<u>Small Business Certification</u> : If a small business is submitting a proposal in response to the RFP, can this entity self certify by filling out Exhibit “M” Self-Certification Form in lieu of the online application and process?	A business may self-certify as a Small Business by completing and submitting Exhibit “M” – Small Business Self-Certification Form (provided conditions are met) with its Proposal in lieu of the Port’s online application.
D.	<b>RENTAL STRUCTURE</b>	
1.	<u>Enplaned Passengers – Decrease</u> : Will the Port consider adding a section to the <i>Space/Use Permit</i> that will provide for	Pursuant to the <i>Space/Use Permit</i> , Paragraph E.1(b), each year MAG “shall be increased or decreased to... 85% of the total Rent payable... provided that the [MAG] shall never be less than the amount in effect on the Rent Commencement Date.”

	Question/Comment/Issue/Concern	Port Response
	MAG recalculation in case of enplaned passenger drop of 20% or more.	The Port will not agree to reduce MAG to less than the amount shown in Section I.C.3.b.
2.	<u>Gross Receipts</u> : Please provide CY2018 Year-to-Date gross receipts for all food and beverage operations.	See revised Exhibit "J" in Addendum #1 to RFP which now includes Gross Receipts for CY2016, CY2017 and CY2018 (January through April).
3.	<u>MAG Calculation</u> : Some of the individual minimum annual guarantee ("MAG") calculations are significantly higher than the projected percentage rent for those units. Consider lowering the MAGs for these units in line with percentage rent projections. Alternatively, considering applying MAG at the package level, which provides concessionaires the flexibility to have stronger units support weaker ones.	MAG will remain fixed based on Unit Size. MAG will remain applicable on a <u>per-unit</u> basis and not on a <u>per-package</u> basis.
4.	<u>Percentage Rent</u> : Please confirm that Percent Rental Rates (8%/10%/12%) apply to food only, and gross receipts for alcohol and retail merchandise are calculated separately.	Pursuant to Section I.C.3.a, variable rent is calculated as percentage of gross receipts. Food and beverage sales are subject to the stepped percentage rates specified in Sections I.C.3.a.i. through I.C.a.iii. To this calculation, there should be separate calculations of 15% for alcoholic beverages plus 15% of any related retail merchandise.
E.	<b>PROPOSAL FORMAT &amp; SUBMISSION</b>	
1.	<u>Alternative Concepts</u> : Exhibit "G" footnote requests Respondents to provide "alternative concepts" that may be submitted substituted/switched to other locations. Are Respondents expected to provide an alternative for each location within a package or one alternative brand for one of the locations?	Two alternative concepts should be included in the Proposal that could be substituted for any unit in the package. Information for these alternative concepts is limited to the requirements in Tab A, Items 1. to 3.

	Question/Comment/Issue/Concern	Port Response
2.	<u>Architectural Renderings – Exterior &amp; Interior Elevations:</u> We assume the required renderings will suffice to meet the criteria for delineating both “Interior” and “Exterior: elevations. Or are separate 2 dimensional flat elevations also required?	Section IV.A.Tab B.1. will be amended to require architectural full-colored renderings (11” × 17”) for each Unit. The Port does not require that these renderings be either two-dimensional or three-dimensional; either is acceptable.
3.	<u>Architectural Renderings – Small Units:</u> RFP requires “Three architectural full-colored renderings (11”×17”) for each concept.” Since for smaller locations, the Exterior Elevation would be the same view as the Interior Elevation, would just one Exterior/Interior Elevation plus a Layout of the Interior (floor plan) be acceptable for smaller locations?	Section IV.A.Tab B.1. will be amended to require: Three architectural full-colored renderings (11” × 17”) for each Unit <a href="#">1,000 square feet or larger. For Units less than 1,000 square feet, two architectural full-colored renderings (11” × 17”) consisting of one rendering illustrating the Interior/Exterior and a second illustrating the Layout/Floor Plan.</a>
4.	<u>Tabs for Sections &amp; Subsections:</u> Did the Port intend for Sections and Subsection to have “tabs”?	Section IV.A second sentence will be amended to read: “Each section should be delineated by a divider with a tab labeled appropriately, and each subsection should have a <del>tab</del> <a href="#">subsection title</a> .” Tabs are required for major sections; i.e., Tabs A through G, but <u>not</u> required for subsections.

<b>F.</b>	<b>EVALUATION CRITERIA</b>	
1.	<u>Exhibit “G”.1.f.</u> states: “Balance between full service, fast casual and quick serve concepts.” Package 2 has only one potential full-service location (T2-FB-G25) that can also be used for fast casual/quick serve. Please confirm that acceptability of a Proposal for Package 2 that does not include any full-service concept.	A Proposal for Package 2 that does not include a Full Service Restaurant/Lounge will not be considered non-responsive.