



# CITY OF HOUSTON

Annise D. Parker

Mayor



HOUSTON AIRPORT SYSTEM

Mario C. Diaz  
Director of Aviation

George Bush Intercontinental ~ William P. Hobby ~ Ellington Airport

August 22, 2014

**SUBJECT:** Letter of Clarification No. 1

**REFERENCE:** Request for Proposal (RFP) Solicitation No. H21-IFB1-2015-006 Food and Beverage for George Bush Intercontinental Airport Package One

**TO:** All Prospective Respondents

This Letter of Clarification (LOC) is issued for the following reasons to (I) provide responses to questions received thus far, (II) replace pages in the solicitation document, and (III) add an attachment to the solicitation document as noted:

**I. To provide responses to the following questions:**

- 1. Question:** Is the requirement to include "National Brands" absolute – or can alternative approaches be accepted? HAS' response dated 8/8/14 was as follows: "The requirement to include "National Brands" is as stated. Alternative approaches will not be accepted." Yet in the RFP it provides some flexibility: "Proposer has the flexibility to substitute other concepts so long as overall variety, quality and service are not compromised." But, again in the RFP, it states that we must abide by the category "specifically stipulated": "HAS is seeking brands of a unique concept, product, service or a combination of these, in order to create an image that identifies a product and differentiates it from its competitors. Brands may be recognized Internationally, Nationally or Regionally unless specifically stipulated." To ensure the RFP is consistent with the City's Houston First program and to create a sense of place, can you please provide some flexibility in allow us to propose alternate local and regional brands?

**Response:**

RFP language revised as follows: Sections 1.12.2, Pizza: 1.12.7, Tex-Mex or Mexican: and 1.12.8, Barbeque: on Page 30 have been revised to Read "National, Regional or Local Branded."

- 2. Question:** I would like to inquire whether it is possible to post the historical Enplanements by carrier for each Terminal on the HAS website? This information was not part of any of the F&B or Retail solicitation documents at IAH or HOU. This information is critical to conduct a thorough analysis of the opportunity for each solicitation. The City's website does have global Enplanement statistics; however, the annual Fiscal numbers are not broken down by Terminal. Your help in posting these numbers would be greatly appreciated, and help in receiving meaningful responses.

Council Members: Brenda Stardig Jerry Davis Ellen R. Cohen Dwight A. Boykins Dave Martin Richard Nguyen Oliver Pennington Edward Gonzalez  
Robert Gallegos Mike Laster Larry V. Green Stephen C. Costello David W. Robinson Michael Kubosh C.O. "Brad" Bradford Jack Christie  
Controller: Ronald C. Green

**Response:**

The historical enplanement statistics are published on the fly2houston website in the monthly reports. Totaling the monthly reports will provide an annual number. The link is <http://www.fly2houston.com/TrafficStats>.

3. **Question:** Is it possible to get the LODs to AutoCaD for each space?

**Response:**

No. Only PDF drawings are available.

4. **Question:** Can a nationally recognized chef be considered an nationally recognized brand?

**Response:**

No.

5. **Question:** Page 37: Space TANF-2, 1.22.2, Reads "regional or local branded quick serve – pizza", however Attachment A says "National Branded Quick Service Pizza". Which is correct?

**Response:**

Page 37, Space TANF-2 has been revised to Read "national, regional or local branded quick serve – Pizza. Attachment A, Pages 30 and 33 have been revised to Read "national, regional or local" branded quick serve – Pizza.

6. **Question:** What is the timeline for TCNF-1 to be demolished?

**Response:**

The Mickey Leland International Terminal construction phasing plan dictates the impact on this area. Additional information can be found at <http://www.fly2houston.com/TDPlan>.

7. **Question:** What is the timeline for TDF-2 and TDF-3 to be demolished?

**Response:**

See response to Question No. 6 above.

8. **Question:** Can you please clarify your response to Question #8 on the August 8<sup>th</sup> responses? Can "Other / Non-branded" be offered in a Nationally Branded Space, as long as it offers high quality products and high level of customer service?

**Response:**

No. However, "Other / Non-branded" has been revised to include "Local" and certain locations have been revised to National, Regional or Local concepts.

9. **Question:** Can you provide sales for all the concessions at the airport, including those whose spaces are not part of this RFP?

**Response:**

Attachments "F" are sales for the food and beverage locations controlled by HAS that are not included in the RFPs.

10. **Question:** Can you confirm that FY2014 is a full 12 months of sales. One form sales notes July to May and the other June to May (Attachment B in food and beverage and Attachment C in coffee Package 2).

**Response:**

Updated sales are provided in the LOC as Attachment "B" in both Packages.

11. **Question:** Will other States besides Texas ACDBE Certificates be excepted or does the firm have to have a current Certificate in the State of Texas?

**Response:**

No. The firm(s) will need to be certified as an ACDBE in the state of Texas.

- 12. Question:** Ignite Restaurant Group currently operates three brands: Joe's Crab Shack, Romano's Macaroni Grill, and Brick House Tavern + Tap. While two of these brands, namely Joe's and Romano's, clearly fall into the definition of Nationally Branded concepts as defined in section 1.20.3.1, how would our smaller brand potentially be classified? This brand consists of 21 units operating in 9 states encompassing a number of varying geographic areas ranging from the Northeast, Florida, and Colorado. Currently we have 8 units operating in Texas. Would this brand fall under the definitions presented in sections 1.20.3.3 or 1.20.3.4?

**Response:**

HAS would consider Brick House Tavern & Tap to be Nationally Branded. Per the RFP Page 35, Section 1.20.3.1, Nationally Branded: Brands located geographically across the 48 contiguous United States and/or represented in nationwide advertising, promotional, and/or marketing campaigns so that they are immediately recognized by a majority of the traveling public.

- 13. Question:** I skimmed through the food and beverage RFP, Package 1 and before proceeding any further, just wanted to clarify if it would be possible to bid on a single location? Or if the proposer is required to bid on all 15 concessions in Package 1?

**Response:**

No. Proposer is required to bid on all concessions in each Package (see Page 25, Section 1.1.1).

- 14. Question:** The RFP does not specifically outline the locations that will be impacted by the Airport Improvement Projects. Based on the project outlined, can you please confirm the locations impacted are as follows: Terminal B North Pier: The RFP mentions that new 11-gate pier will be constructed on the north side of Terminal B. Can you please confirm that by end of 2016 locations #TBF-9 & TBF-10 will be closed?

**Response:**

There are no plans to demolish the TBF-9 & TBF-10 locations at this time. The new Terminal B North pier will be built off of Terminal C North; thus not affecting the existing two locations. Also, the new Terminal B North pier will not connect to Existing Terminal B North.

- 15. Question:** Terminal C North Redevelopment: The RFP mentions that Terminal C North, Gates C14-23, will be either renovated or demolished. Can you please confirm that in 2016 location # TCNF-1 & TCNC will be closed?

**Response:**

TCNF-1 and TCNC will be open as "Temporary" past 2016. Please see Mickey Leland International Terminal (New Terminal D) project definition on our website for further information <http://www.fly2houston.com/TDPlan>.

- 16. Question:** Terminal D Redevelopment – West Side: After roughly 4-5 years, HAS will buyout the unamortized investments of any concession operating in the space: can you please confirm that your are talking about locations #TDF-1, TDF-2, TDF-3 and TDF-4?

**Response:**

Yes.

**17. Question:** Airport Improvement Projects mentions that locations in Terminal C North concession build out to be minimum and temporary. Can you confirm that location # TBF-9, TBF-10, TCNF-1 & TCNC will be excluded from the minimum capital investments of \$350.00 per square foot?

**Response:**

Only TCNC & TCNF-1 are exempt from the \$350.00 minimum capital investment. TBF-9 and TBF-10 are not temporary; therefore, full investment is required.

**18. Question:** Draft Lease – Closure or Contraction section 6.9.3 does not mention the straight-line amortization period. Can you confirm that it is 10 years?

**Response:**

Yes.

**19. Question:** Food & Beverage package 1 & 2: The gross sales in Section 1.2.1 does not tie with the DNC-GROSS sales in Attachment C. Also can you please confirm the all locations sales for FY2014 are partial year sales from July-May?

**Response:**

This data has been updated to include the full 2014 fiscal year. Updated sales are provided in the LOC as Attachment "B".

**II. To replace the following pages:**

1. Please replace **Pages 30, 33, 37, 39 and 40** with pages that are marked "**Revised 8/22/2014**".

**III. To add the following attachments:**

1. Please add **Attachment D**, Enplanements By Terminal, **Attachment E**, Table 1 & 1-A, Projections for Fiscal Year 2015, **Attachment F**, Additional Sales History By Location.

When issued, Letter(s) of Clarification shall automatically become a part of the solicitation documents and shall supersede any previous specification(s) and/or provision(s) in conflict with Letter(s) of Clarification. LOC(s) will be incorporated into the Contract as applicable. By submitting a Proposal on this project, respondent(s) shall be deemed to have received all LOC(s) and to have incorporated them into this proposal.

If further clarification is needed regarding this solicitation, please contact Julia Boutte, Sr. Procurement Specialist, via email (preferred method) at [Julia.boutte@houstontx.gov](mailto:Julia.boutte@houstontx.gov) or 281/230/8090 (ph).

  
for Justina J. Mann, CPPO  
Chief Procurement Officer  
Houston Airport System

**ATTACHMENT A**  
**SCOPE OF WORK – IAH FOOD AND BEVERAGE PACKAGE ONE**  
**SOLICITATION NO.: H21-IFB1-2015-006**

- 1.11.3.3 List credit cards that will be accepted (as a service to the traveling public, all concessionaires shall accept, at a minimum, Visa, Master Card and American Express).
- 1.11.4 Provide a business plan to include projected revenue and expenses for the base ten (10) year Term and key strategies and programs to ensure delivery of the financial plan proposed in **EXHIBIT XIV**.
- 1.12 CONCEPTS**
- 1.12.1 **Nationally Branded, Quick Service – Hamburger:** Offering shall be a nationally branded quick service restaurant concept that serves breakfast, lunch and dinner daily, to include healthy alternatives for each meal. Fast casual and healthy alternative concepts will be considered.
- 1.12.2 **National, Regional or Local Branded, Quick Service – Pizza:** Offering shall be a national, regional or local branded quick service restaurant concept that serves breakfast, lunch and dinner daily, to include healthy alternatives for each meal. Fast casual and healthy alternative concepts will be considered.
- 1.12.3 **Bar with Food:** Full bar service, including cocktails, beer, and wine by the bottle and glass. Appetizers and a limited menu of sandwiches and salads should also be available, along with soft drinks, juice, and water.
- 1.12.4 **National or Local Quick Service – Deli/Salads:** National, regional or local brand quick service restaurant specializing in sandwiches and/or salads. Menu items could include made-to-order sandwiches, soups, and entrée salads. Restaurant should also offer side dishes, desserts, coffee, soft drinks, and water.
- 1.12.5 **Nationally Branded, Quick Service – Chicken:** Offering shall be a nationally branded quick service restaurant concept that serves breakfast, lunch and dinner daily, to include healthy alternatives for each meal. Fast casual and healthy alternative concepts will be considered.
- 1.12.6 **Nationally Branded, Casual Dining with Bar:** Regional or national brand casual table service dining restaurant offering breakfast, lunch, and dinner. Menu and offerings shall be of high quality and offer good value to the customers. Full bar service shall be available. Most menu items shall also be available for carry-out in convenient packaging.
- 1.12.7 **National, Regional or Local Branded, Quick Service/Tex-Mex or Mexican:** Offering shall be a national, regional or local branded quick service restaurant concept that serves breakfast, lunch and dinner daily, to include healthy alternatives for each meal. Fast casual and healthy alternative concepts will be considered.
- 1.12.8 **National, Regional or Local Branded, Quick Service/Barbeque:** Offering shall be a national, regional or local branded quick service restaurant concept that serves breakfast, lunch and dinner daily, to include healthy alternatives for each meal. Fast casual and healthy alternative concepts will be considered.
- 1.12.9 **Nationally Branded, Frozen Yogurt/Snack:** Offering shall be a nationally branded quick service concept specializing in frozen yogurt and snacks. Menu items to include frozen yogurt products, snacks, beverages, etc.

**ATTACHMENT A**  
**SCOPE OF WORK – IAH FOOD AND BEVERAGE PACKAGE ONE**  
**SOLICITATION NO.: H21-IFB1-2015-006**

**1.18 IAH FOOD AND BEVERAGE PACKAGE 1**

Unit No.	Unit SF	Location	Concepts	Utilities Available	Utilities Needed	Area Finish / Comments
TANF-1	950	Terminal A North	Nationally Branded, Quick Service - Hamburger	Elec, Gas, Data Plumbing, Venting	N/A	Existing facility, re-demising required
TANF-2	860	Terminal A North	National, Regional or Local Branded, Quick Service - Pizza	Elec, Gas, Data, plumbing, Venting	N/A	Existing facility, re-demising required
TANS	4,000	Terminal A North Food Court Seating	Food Court Seating	Elec	N/A	Existing FC Seating, partial responsibility
TANF-5	780	Terminal A North	Bar with Food	Elec,	Plumbing, Data	Undeveloped shell needs to be finished
TASF-1	600	Terminal A South	National or Local Quick Service – Deli/Salads	Elec, Gas, Data, Plumbing, Venting	N/A	Existing facility, re-demising required
TASF-2	600	Terminal A South	Nationally Branded, Quick Service - Chicken	Elec, Gas, Data, Plumbing, Venting	N/A	Existing facility, re-demising required
TAS	4,000	Terminal A South	Food Court Seating			Existing FC Seating, partial responsibility
TASF-5	3,268	Terminal A South	Nationally Branded Casual Dining with Bar	Elec, Gas, Data, Plumbing, Venting	N/A	Existing facility
TBF-2	860	Terminal B	Nationally Branded, Quick Service - Hamburger	Elec, Gas, Data, Plumbing, Venting	N/A	Existing facility, re-demising required
TBF-3	860	Terminal B	National, Regional or Local Branded, Quick Service/Tex-Mex or Mexican	Elec, Gas, Data, Plumbing, Venting	N/A	Existing facility, re-demising required
TBF-4	725	Terminal B	National, Regional or Local Branded Quick Service/Barbeque	Elec, Gas, Data, plumbing, Venting	N/A	Existing facility, re-demising required
TBS	5,425	Terminal B Food Court Seating	Food Court Seating	Elec	N/A	Existing FC Seating, partial responsibility

**ATTACHMENT A**  
**SCOPE OF WORK – IAH FOOD AND BEVERAGE PACKAGE ONE**  
**SOLICITATION NO.: H21-IFB1-2015-006**

**1.22.2      Concept: National, Regional or Local Branded, Quick Service - Pizza**

<u>Unit No.</u>	<u>Unit SF</u>	<u>Location</u>	<u>Utilities Available</u>	<u>Utilities Needed</u>	<u>Comments</u>
TANF-2	860	Terminal A North	Elec, Gas, Data, Plumbing, Venting	N/A	Existing Facility, re-demising required

**1.22.2.1      Concept Specifications**

1.22.2.1.1      National, regional or local branded brand casual dining restaurant with a kitchen and full bar offering table service.

**1.22.2.2      Desired Menu/Concept Requirements**

1.22.2.2.1      Menu shall include freshly prepared breakfast, lunch, and dinner menu options, and an assortment of beverage options. Featured items should be that of a typical casual dining establishment, with entrees, sandwiches, sides, salads (including entrée salads), soups, and desserts.

1.22.2.2.2      Full alcoholic beverage service.

1.22.2.2.3      May have walk-up counter for take-away orders.

1.22.2.2.4      Food shall be prepared as ordered.

1.22.2.2.5      Food shall be available in convenient “to go” packaging.

1.22.2.2.6      Menu offerings shall be of high quality and offer good value to the customers.

**1.22.3      Concept: Bar with Food**

<u>Unit No.</u>	<u>Unit SF</u>	<u>Location</u>	<u>Utilities Available</u>	<u>Utilities Needed</u>	<u>Comments</u>
TANF-5	780	Terminal A North	Elec	Plumbing, Data	Undeveloped shell needs to be finished
TBF-10	300	Terminal B North	Elec, Data, Plumbing	N/A	Existing Facility

**1.22.3.1      Concept Specifications**

1.22.3.1.1      National or local brand full service bar with limited food service.

**1.22.3.2      Desired Menu/Concept Requirements**

1.22.3.2.1      Menu shall include freshly prepared breakfast, lunch, and dinner menu options, with an assortment of beverages. Featured items shall be that of a typical bar with food establishment including appetizers, small plates, light fare, and other items, including sandwiches and salads.

1.22.3.2.2      Full alcoholic beverage service.

1.22.3.2.3      May have walk-up counter for take-away orders.

1.22.3.2.4      Food shall be available in convenient “to go” packaging.

1.22.3.2.5      Menu offerings shall be of high quality and offer good value to the customers.

**1.22.4      Concept: National or Local Quick Service – Deli/Salads**

<u>Unit No.</u>	<u>Unit SF</u>	<u>Location</u>	<u>Utilities Available</u>	<u>Utilities Needed</u>	<u>Comments</u>
TASF-1	600	Terminal A South	Elec, Gas, Data, Plumbing, Venting	N/A	Existing Facility, re-demising required

**ATTACHMENT A**  
**SCOPE OF WORK – IAH FOOD AND BEVERAGE PACKAGE ONE**  
**SOLICITATION NO.: H21-IFB1-2015-006**

**1.22.6.2 Desired Menu/Concept Requirements**

- 1.22.6.2.1 Menu shall include freshly prepared breakfast, lunch, dinner menu options, and an assortment of beverage options. Featured items shall be that of a typical casual dining establishment, with entrees, sandwiches, sides, salads (including entrée salads), soups, and desserts.
- 1.22.6.2.2 Full alcoholic beverage service.
- 1.22.6.2.3 May have walk-up counter for take-away orders.
- 1.22.6.2.4 Food shall be prepared as ordered.
- 1.22.6.2.5 Food shall be available in convenient “to go” packaging.
- 1.22.6.2.6 Menu offerings shall be of high quality and offer good value to the customers.

**1.22.7 Concept: Nationally Branded Casual Dining with Bar**

Unit No.	Unit SF	Location	Utilities Available	Utilities Needed	Comments
TCSF-3	3,040	Terminal C South	Elec, Gas, Data, Plumbing, Venting	N/A	Existing Facility
TASF-5	3,268	Terminal A South	Elec, Gas, Data, Plumbing, Venting	N/A	Existing Facility

**1.22.7.1 Concept Specifications**

- 1.22.7.1.1 National brand casual dining restaurant with a kitchen and full bar offering table service.

**1.22.7.2 Desired Menu/Concept Requirements**

- 1.22.7.2.1 Menu shall include freshly prepared breakfast, lunch, dinner menu options, and an assortment of beverage options. Featured items shall be that of a typical casual dining establishment, with entrees, sandwiches, sides, salads (including entrée salads), soups, and desserts.
- 1.22.7.2.2 Full alcoholic beverage service.
- 1.22.7.2.3 May have walk-up counter for take-away orders.
- 1.22.7.2.4 Food shall be prepared as ordered.
- 1.22.7.2.5 Food shall be available in convenient “to go” packaging.
- 1.22.7.2.6 Menu offerings shall be of high quality and offer good value to the customers.

**1.22.8 Concept: National, Regional or Local Branded, Quick Service/Tex-Mex or Mexican**

Unit No.	Unit SF	Location	Utilities Available	Utilities Needed	Comments
TBF-3	860	Terminal B	Elec, Gas, Data, Plumbing, Venting	N/A	Existing Facility, re-demising required

**1.22.8.1 Concept Specifications**

- 1.22.8.1.1 National, regional or local brand quick service restaurant providing Tex-Mex or Mexican cuisine.

**1.22.8.2 Desired Menu/Concept Requirements**

- 1.22.8.2.1 Menu shall include freshly prepared breakfast, lunch, and dinner menu options, and an assortment of beverages.
- 1.22.8.2.2 Food shall be prepared as ordered.
- 1.22.8.2.3 Food shall be available in convenient “to go” packaging.

**ATTACHMENT A**  
**SCOPE OF WORK – IAH FOOD AND BEVERAGE PACKAGE ONE**  
**SOLICITATION NO.: H21-IFB1-2015-006**

- 1.22.8.2.4 Restaurant shall also offer salads and sides.  
 1.22.8.2.5 Menu offerings shall be of high quality and offer good value to the customers.

**1.22.9 Concept: National, Regional or Local Branded Quick Service/Barbeque**

Unit No.	Unit SP	Location	Utilities Available	Utilities Needed	Comments
TBF-4	725	Terminal B	Elec, Gas, Data Plumbing, Venting	N/A	Existing Facility, re-demising required

**1.22.9.1 Concept Specifications**

- 1.22.9.1.1 National, regional or local brand quick service restaurant providing BBQ cuisine.

**1.22.9.2 Desired Menu/Concept Requirements**

- 1.22.9.2.1 Menu shall include freshly prepared breakfast, lunch, and dinner menu options, and an assortment of beverages.  
 1.22.9.2.2 Food shall be prepared as ordered.  
 1.22.9.2.3 Food shall be available in convenient "to go" packaging.  
 1.22.9.2.4 Restaurant shall also offer salads and sides.  
 1.22.9.2.5 Menu offerings shall be of high quality and offer good value to the customers.

**1.22.10 Concept: Nationally Branded, Frozen Yogurt/Snack**

Unit No.	Unit SF	Location	Utilities Available	Utilities Needed	Comments
TDF-3	240	Terminal D	Elec, Data	Plumbing and new grease lines to new grease interceptor	Undeveloped shell needs to be finished out

**1.22.10.1 Concept Specifications**

- 1.22.10.1.1 National brand yogurt concept with snack component.

**1.22.10.2 Desired Menu/Concept Requirements**

- 1.22.10.2.1 Menu shall include frozen takeaway yogurt options.  
 1.22.10.2.2 Restaurant shall also offer the Standard Beverages.  
 1.22.10.2.3 Food shall be available in convenient "to go" packaging.  
 1.22.10.2.4 Menu offerings shall be of high quality and offer good value to the customers.

**1.22.11 Concept: Food Court Seating and Support Spaces**

Unit No.	Unit SF	Location	Utilities Available	Utilities Needed	Comments
TANS	4,000	Terminal A North Food Court Seating	Elec	N/A	Existing FC Seating
TAS	4,000	Terminal A South Food Court Seating	Elec	N/A	Existing FC Seating
TBS	5,425	Terminal B Food Court Seating	Elec	N/A	Existing FC Seating
TB-SS	4,800	Terminal B Mezzanine	Elec, Data	N/A	Support Space

**ATTACHMENT B - REVISED**  
**SALES HISTORY BY LOCATION - IAH FOOD AND BEVERAGE PACKAGE ONE**  
**SOLICITATION NO.: H21-IFB1-2015-006**

<b>DNC</b>					
<b>LOCATION</b>	<b>FY 2010</b>	<b>FY 2011</b>	<b>FY 2012</b>	<b>FY 2013</b>	<b>FY 2014</b>
<b>TERMINAL A</b>					
Panchito's Mexican	376,608.84	474,962.60	644,592.08	555,719.88	596,984.24
McDonalds	1,234,683.54	1,341,381.24	1,768,704.84	1,739,746.01	1,736,476.43
The Grove	145,586.95	218,119.78	298,301.39	263,640.73	278,240.04
Pizza Uno	174,196.97	274,951.23	518,097.80	363,142.09	365,025.50
Schlotzsky's	396,160.99	488,494.77	752,984.84	703,712.29	733,822.98
Fuddruckers	971,017.31	1,365,140.03	1,933,338.84	1,899,025.88	2,267,237.65
Flight 281	-	-	203,345.47	286,698.45	315,120.76
Panchito's Mexican	446,651.74	373,204.84	388,647.06	450,689.45	580,248.04
McDonalds	1,226,286.07	980,896.13	1,060,357.23	1,498,064.21	1,778,628.29
The Grove	227,957.10	187,411.88	196,749.34	259,570.79	311,911.68
Pizza Uno	262,144.92	121,388.19	170,412.71	205,718.80	264,253.09
Lotus Express	331,805.11	263,073.83	303,809.43	337,954.00	323,695.00
Chili's	1,612,104.13	1,398,533.76	1,684,786.56	2,173,140.40	2,960,268.81
Skyline Suites	6,836.42	11,819.50	7,957.45	15,981.17	33,161.32
Riggers	243,041.97	158,660.82	219,385.10	330,133.36	738,088.50
Trail Boss	-	83,823.72	83,072.48	63,941.49	-
Stadium City Lobby Bar	450,158.74	370,014.43	337,441.03	403,629.61	439,402.11
<b>TERMINAL B</b>					
Bunk House Café# 5	1,048,530.51	1,146,372.77	1,917,938.04	2,299,468.98	1,420,686.18
Launch Pad Café#8	1,141,979.90	1,228,964.25	1,190,629.42	933,040.36	-
White Magnolia#7	695,889.32	719,433.96	376,288.92	-	-
King Fisher #6	884,587.26	875,316.83	981,979.62	914,141.82	853,019.76
Chili's Margarita Bar	4,478,276.88	4,772,090.04	5,457,805.54	5,777,718.72	4,773,405.69
The Grove	1,207,340.47	1,233,061.37	1,408,314.72	2,431,904.25	932,722.11
Pizza Uno	907,116.15	968,283.38	1,052,932.54	910,345.03	400,119.77
Schlotzsky's	1,521,603.65	1,605,655.33	1,784,993.35	1,825,721.47	1,323,939.84
Panchito's Mexican	1,126,203.40	1,146,427.99	1,287,427.92	1,190,478.45	728,227.35
Pete's Coffee	396,486.44	398,058.77	451,977.25	490,692.22	299,113.68
McDonalds	3,363,443.56	3,195,007.96	3,496,343.57	3,391,464.39	2,551,189.77
Harlon's	1,493,333.46	1,568,548.33	1,690,326.22	1,683,296.06	875,948.55
Shipley's	745,024.55	737,274.79	734,922.54	665,826.13	701,022.29
<b>TERMINAL C</b>					
Bubba's	538,964.39	1,457,779.91	1,820,290.46	2,839,315.56	3,034,400.78
Chili's Kiosk	171,188.13	193,032.66	256,869.35	241,966.27	214,750.95
Bubba's Seafood Grill	2,857,576.23	3,011,704.62	3,176,761.28	2,929,303.68	3,609,185.33
<b>TERMINAL D</b>					
Lefty's Passport Grill	1,634,732.97	1,621,216.03	1,773,362.75	2,254,788.44	2,670,256.23
Vito's Bar	143,264.92	170,606.01	188,718.44	269,415.83	347,356.68
Executive Club	50,700.00	54,900.00	54,900.00	54,750.00	62,900.00
Golden Age Vending	75,759.80	81,952.67	32,754.75	27,524.01	23,761.38
Vito's Deli	153,397.90	137,888.66	145,996.28	182,488.39	225,977.23
<b>DNC - GROSS</b>	<b>32,740,640.69</b>	<b>34,435,453.08</b>	<b>39,853,516.61</b>	<b>42,864,158.67</b>	<b>38,770,548.01</b>

**ATTACHMENT D**  
**ENPLANEMENTS BY TERMINAL - IAH FOOD & BEVERAGE PACKAGE ONE**  
**SOLICITATION NO.: H21-IFB1-2015-006**

**TOTAL ENPLANED PASSENGER TERMINAL A - FISCAL YEAR**

TERMINAL A	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
2010	222,923	199,781	172,049	190,319	183,901	205,424	177,511	188,365	206,545	203,189	211,821	230,587	2,372,415
2011	232,776	197,606	162,001	169,067	164,195	161,827	171,746	136,243	193,864	199,681	218,682	229,310	2,236,998
2012	236,488	214,523	198,020	212,430	212,256	228,936	217,057	210,159	249,962	239,896	231,303	242,221	2,693,251
2013	234,966	242,563	205,982	239,093	235,897	231,007	222,085	204,733	249,807	260,120	269,903	302,075	2,898,231
2014	298,589	297,024	252,492	282,353	261,306	279,348	247,770	227,609	273,755	265,940	255,558	262,424	2,941,754
<b>TOTAL ENPLANED PASSENGER TERMINAL B - FISCAL YEAR</b>													

**TOTAL ENPLANED PASSENGER TERMINAL B - FISCAL YEAR**

TERMINAL B	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
2010	449,682	415,709	342,997	369,681	353,740	386,141	353,772	342,333	411,552	398,768	395,054	431,543	4,650,882
2011	452,986	417,704	347,043	373,235	348,858	377,524	317,176	286,040	366,868	298,227	369,054	379,276	4,333,991
2012	419,286	388,876	328,952	329,000	325,817	356,103	324,318	327,674	374,771	356,727	373,739	392,961	4,298,224
2013	394,588	381,396	316,473	341,544	340,960	348,151	334,113	311,571	381,969	362,049	375,794	373,943	4,262,551
2014	372,611	346,000	312,992	331,892	300,371	321,358	279,355	283,954	359,559	324,952	374,029	372,611	3,979,684

**TOTAL ENPLANED PASSENGER TERMINAL C - FISCAL YEAR**

TERMINAL C	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
2010	613,667	584,020	391,666	439,047	449,830	499,707	437,660	398,712	465,058	434,414	498,884	546,619	5,759,284
2011	561,917	542,799	493,395	564,701	539,395	573,370	509,422	459,872	564,501	517,705	581,297	614,760	6,523,134

**ATTACHMENT D**  
**ENPLANEMENTS BY TERMINAL - IAH FOOD & BEVERAGE PACKAGE ONE**  
**SOLICITATION NO.: H21-IFB1-2015-006**

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
2012	636,379	574,411	468,907	519,779	517,822	542,435	483,745	449,087	523,411	534,291	576,728	604,686	6,431,681
2013	621,614	588,301	522,692	512,570	509,574	528,103	504,802	470,524	545,420	504,398	551,565	597,664	6,457,227
2014	608,954	568,489	460,238	512,644	548,730	605,652	551,306	523,451	605,305	560,109	618,689	612,813	6,776,380
<b>TOTAL ENPLANED PASSENGER TERMINAL D - FISCAL YEAR</b>													
<b>TERMINAL D</b>													
2010	66,352	54,967	49,111	52,554	52,316	62,762	55,134	42,239	54,420	49,401	65,068	72,441	676,765
2011	70,868	63,274	58,542	58,631	60,951	70,702	63,935	47,421	63,664	59,945	81,461	80,883	110,809
2012	75,704	66,147	62,844	62,986	70,305	76,634	68,823	49,036	66,792	67,339	85,393	91,237	843,240
2013	87,398	78,886	70,813	72,237	74,790	81,374	74,673	59,503	76,236	74,890	89,825	92,541	933,166
2014	90,850	84,737	74,830	74,428	76,863	90,497	81,677	64,394	81,105	81,664	109,417	110,809	1,021,271

**ATTACHMENT E: TABLE 1**  
**PROJECTIONS FOR FISCAL YEAR 2015 –IAH FOOD & BEVERAGE PACKAGE ONE**  
**SOLICITATION NO.: H21-IFB1-2015-006**

Table  
**AIR TRAFFIC ACTIVITY** George Bush  
 Intercontinental Airport For Fiscal Years Ending  
 June 30

	Actual 2013	Budget	
		2014	2015 (a)
<b>Enplaned passengers</b>			
Domestic			
Originating			
United	3,352,296	3,795,812	3,358,429
United Express	1,537,820	1,528,957	1,587,544
Other	2,200,925	1,811,742	2,340,343
	<u>7,091,041</u>	<u>7,136,511</u>	<u>7,286,315</u>
Percent originating	46.15%	46.52%	46.53%
Connecting			
United	5,477,510	5,182,138	5,487,530
United Express	2,795,973	2,718,849	2,886,847
Other	-	304,805	-
	<u>8,273,483</u>	<u>8,205,792</u>	<u>8,374,378</u>
	15,364,524	15,342,303	15,660,693
International			
United			
Originating	1,013,738	1,041,537	1,055,828
Connecting	1,772,673	1,784,861	1,846,273
United Express			
Originating	219,138	195,772	229,191
Connecting	425,313	427,639	442,017
Other	960,816		
Originating		995,610	1,174,526
Connecting		46,150	65,974
	<u>4,391,678</u>	<u>4,491,569</u>	<u>4,813,809</u>
	19,756,202	19,833,872	20,474,502
Percent change		0.39%	3.23%
<b>Landed Weight</b>			
Domestic			
United	11,134,484	10,198,580	9,484,679
United Express	4,856,192	4,739,550	5,023,923
Other	2,604,213	2,605,565	3,000,565
	<u>18,594,889</u>	<u>17,543,695</u>	<u>17,509,167</u>
International			
United	3,423,481	4,051,690	4,132,724
United Express	650,180	655,200	687,960
Other	2,103,177	2,440,900	2,751,609
	<u>6,176,838</u>	<u>7,147,790</u>	<u>7,572,293</u>
Total - passenger airlines	24,771,727	24,691,484	25,081,460
Cargo	<u>1,631,360</u>	<u>1,600,000</u>	<u>1,700,000</u>
	26,403,087	26,291,484	26,781,460
Percent change		-0.42%	1.86%

(a) Enplanement and landed weight estimates are based on historical data and HAS projections.

**ATTACHMENT E: TABLE 1-A**  
**PROJECTIONS FOR FISCAL YEAR 2015 – IAH FOOD & BEVERAGE PACKAGE ONE**  
**SOLICITATION NO.: H21-IFB1-2015-006**

Table 1-A

**ENPLANED PASSENGERS BY TERMINAL**  
George Bush Intercontinental Airport  
FY 2015

Enplaned Passengers By Terminal	Enplaned passengers (a)	Percent by Terminal	Originating Enplaned passengers (b)	Percent by Terminal
<b>Terminal A</b>				
United Express				
Domestic	675,000		238,673	
International	9,343		9,111	
Other				
Domestic	2,340,343		2,340,343	
International	<u>117,500</u>		<u>117,500</u>	
	3,142,186	15.35%	2,705,627	27.76%
<b>Terminal B</b>				
United				
Domestic	-		-	
International	-		-	
United Express				
Domestic	3,643,643		1,294,747	
International	<u>651,534</u>		<u>216,602</u>	
	4,295,177	20.98%	1,511,349	15.51%
<b>Terminal C</b>				
United				
Domestic	6,130,435		2,329,231	
International	269,355		98,064	
United Express				
Domestic	70,460		24,813	
International	<u>10,331</u>		<u>3,478</u>	
	6,480,581	31.65%	2,455,587	25.20%
<b>Terminal D (IAB)</b>				
United				
Domestic	1,389		481	
International	274		99	
United Express				
Domestic	85,288		29,311	
International	-		-	
Other	<u>1,123,000</u>		<u>1,057,026</u>	
	1,209,951	5.91%	1,086,917	11.15%
<b>Terminal E</b>				
United				
Domestic	2,714,135		1,028,716	
International	2,632,472		957,664	
United Express				
Domestic	-		-	
International	<u>-</u>		<u>-</u>	
	5,346,607	26.11%	1,986,381	20.38%
	<u>20,474,502</u>	100.00%	<u>9,745,860</u>	100.00%

(a) Enplanement and landed weight estimates are based on historical data and information from United Airlines and HAS projections.

(b) Based on CY 2012 actuals.

13JUN14

## ATTACHMENT F

### ADDITIONAL SALES HISTORY BY LOCATION - IAH FOOD AND BEVERAGE PACKAGE ONE SOLICITATION NO.: H21-IFB1-2015-006

<b>JDDA / SSP</b>					
<b>LOCATION</b>	<b>FY 2010</b>	<b>FY 2011</b>	<b>FY 2012</b>	<b>FY 2013</b>	<b>FY 2014</b>
<b>TERMINAL C</b>					
Houston 2 Go F/C	154,446.84	-	-	-	-
Popeye's	639,689.01	1,029,407.97	1,144,962.45	1,578,137.47	1,556,587.82
Caritas Ranch BBQ	48,019.95	-	-	-	-
Smoothie King	106,105.12	-	-	-	-
Starbucks	126,399.35	-	-	-	-
El Pinto(Mango Taco)	179,254.88	1,030,065.20	1,212,558.53	1,806,252.46	1,835,855.86
Subway	1,053,165.26	1,404,305.49	1,404,787.37	1,720,188.25	1,707,293.14
Camden Foods	-	-	497,915.89	2,316,718.35	2,632,299.56
Z Pizza	271,404.64	1,098,283.57	1,059,383.25	1,356,430.67	1,194,540.32
Wendy's	558,790.53	-	-	-	-
Einsteins	1,223,099.77	1,812,860.50	1,886,043.16	1,784,254.75	1,878,382.83
Caritas Ranch BBQ	227,749.78	-	-	-	-
Pappa Johns Pizza	233,758.88	-	-	-	-
The Grove	179,165.03	-	-	-	-
Panopolis	1,078,360.97	972,499.57	994,925.93	866,867.07	956,264.32
Upper Crust	1,324,080.70	1,262,216.93	1,212,625.13	966,204.75	1,005,634.16
Rocky Mountain Choc	351,497.54	751,922.55	856,381.18	812,308.80	811,980.56
Wendy's	931,103.72	2,409,726.55	2,563,998.31	2,349,837.71	2,361,814.74
El Pinto	161,158.45	-	-	-	-
La Salsa	526,610.69	1,325,410.69	2,300,611.58	1,177,433.15	1,203,818.50
Camden Foods	7,857.73	425,338.47	-	-	-
Urban Crave	-	364,353.27	994,361.53	829,185.67	1,068,310.39
Peet's Coffee	339,704.22	61,909.23	-	-	-
Subway	-	803,875.14	1,531,862.29	1,391,646.01	1,449,324.82
Real Food Co	5,490,730.98	7,002,122.32	7,199,599.57	6,801,624.64	6,858,245.37
Le Grand Comptoir	1,247,588.83	1,521,305.67	1,873,621.70	2,036,569.16	2,436,187.99
Center Bar	497,052.51	650,104.14	686,997.88	566,600.11	612,282.46
<b>JDDA/SSP GROSS</b>	<b>16,956,795.38</b>	<b>23,925,707.26</b>	<b>27,420,635.75</b>	<b>28,360,259.02</b>	<b>29,568,822.84</b>

## ATTACHMENT F

ADDITIONAL SALES HISTORY BY LOCATION - IAH FOOD AND BEVERAGE PACKAGE ONE  
SOLICITATION NO: H21-IFB1-2015-006

<b>WESTFIELD - Terminal E</b>					
<b>LOCATION</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014 **</b>
	<b>10/1/2009-9/30/2010</b>	<b>10/1/2010-9/30/2011</b>	<b>10/1/2011-9/30/2012</b>	<b>10/1/2012-9/30/2013</b>	<b>10/1/2013-9/30/2014</b>
Airport Shoeshine	155,282.00	135,672.00	158,120.00	145,290.00	82,506.00
Apparel Designs	43,157.78	-	-	-	-
Arm Candy	-	28,178.06	49,959.81	-	-
Blackberry	-	728,775.46	478,044.79	934,351.42	904,356.27
Bluwire	-	-	583,757.43	1,350,116.32	743,293.01
Boccelli	331,157.00	-	-	-	-
Bon Bistro	2,273,992.53	2,585,615.84	685,284.25	-	-
Borders Books	2,701,246.00	2,356,544.00	-	-	-
Brookstone	2,214,564.67	2,551,095.94	2,857,182.63	2,434,748.16	1,341,354.05
Cat Cora	-	-	1,862,641.62	2,694,740.98	1,815,538.73
Charley's Subs	1,400,036.31	1,431,743.57	424,015.00	-	-
Coco Moka	588,102.04	-	-	-	-
Coco Moka (Kiosk)	239,597.91	142,059.74	-	-	-
Cross	383,940.00	382,237.00	319,395.00	281,313.00	56,847.00
Dufry (Temp 25)	103,233.01	514,032.06	-	-	-
Dufry (Temp 14)	405,907.42	1,827,126.42	-	-	-
Famous Famiglia	3,136,978.04	3,782,318.89	3,693,872.03	3,064,511.27	1,777,860.36
Fox Sports Bar	2,405,312.26	2,322,928.43	2,421,404.93	2,313,654.76	1,355,157.89
Fresh Gourmet #28	793,017.71	914,504.38	1,038,137.35	816,473.09	469,432.09
Fresh Gourmet Express	-	-	508,227.03	488,203.12	305,422.26
Gateway News (Kiosk)	-	37,357.75	-	-	-
Gloria Jeans	533,506.45	505,552.47	516,141.23	193,535.53	-
Gordon's Galley	1,456,812.62	1,504,945.53	1,606,387.44	477,296.78	-
HK Couture	-	-	48,294.86	-	-
HK Style	357,697.72	-	-	-	-
Headphone Hub	-	-	151,939.18	1,256,275.65	743,645.23
Hudson News 11	2,828,785.09	-	-	-	-
Hudson News 18	685,797.96	-	-	-	-
Hudson News 24	2,086,974.22	-	-	-	-
Hudson News 29	510,192.70	-	-	-	-
I Wireless	1,058,051.49	486,329.07	22,802.58	-	-
I Wireless Kiosk	228,235.21	8,124.26	-	-	-
In Celebration of Golf	224,601.77	-	-	-	-
In Motion Pictures #26	1,280,638.14	-	-	-	-
In Motion 17	-	-	135,566.46	-	-
In Motion Kiosk	13,284.60	-	-	-	-
In Motion #41	1,170,858.96	-	-	-	-
In Motion #42	-	948,594.19	1,288,062.62	541,792.86	-
In Motion #7 (kiosk)	-	814,974.02	164,903.75	-	-
Jamba Juice	721,913.58	737,763.40	731,701.68	612,993.24	368,057.42
Johnston & Murphy	1,284,649.33	1,439,986.48	1,465,482.74	1,349,856.98	818,868.94
L'Occitane	1,101,649.80	1,027,710.05	1,155,956.62	1,140,175.68	670,998.47
La Tapenade	-	-	455,896.30	500,587.96	318,035.19
Lids	-	224,934.03	-	-	-
Lone Star Gifts #17	-	254,327.43	-	-	-
Mindworks	826,139.17	1,569,837.51	922,684.00	894,388.00	545,933.00

## ATTACHMENT F

### ADDITIONAL SALES HISTORY BY LOCATION - IAH FOOD AND BEVERAGE PACKAGE ONE SOLICITATION NO: H21-IFB1-2015-006

Murphy's Deli	-	-	-	413,100.63	353,281.05
Murano Glass	84,598.85	-	-	-	-
Nature's Kitchen	-	-	-	1,355,793.26	756,648.51
Neat Receipts (Kiosk)	277,074.43	22,134.00	-	-	-
Nestle/Auntie Anne's	1,110,253.66	1,184,851.56	835,191.43	1,044,387.85	608,464.93
News to You #45	347,069.01	-	-	-	-
News to You #40	1,327,642.63	-	-	-	-
NYS Collection (Kiosk)	392,991.67	366,654.82	346,119.01	274,817.84	144,351.16
NYS Readers (kiosk)	78,908.44	249,435.90	238,023.20	226,833.96	134,029.86
Panama Jack	19,335.00	-	-	-	-
Panda Express	3,060,718.26	2,809,802.94	3,252,500.07	3,388,231.81	1,992,824.76
Pappadeaux	7,529,728.72	7,931,676.62	8,302,061.45	7,948,493.78	4,894,502.92
Pappas BBQ	1,688,624.67	1,877,920.19	-	-	-
Pappasito's	3,502,481.45	3,328,906.07	3,892,806.75	3,402,524.36	2,155,498.16
Rosetta Stone #11(Kiosk)	675,320.47	522,980.63	65,673.62	-	-
Rosetta Stone #5(Kiosk)	124,716.36	24,395.51	437,143.86	142,692.28	-
Ruby's	4,253,567.72	4,376,493.59	4,871,318.45	5,192,268.35	3,346,391.04
Silver & Beads	-	-	-	27,473.40	-
Soundbalance	-	1,652,729.91	1,627,183.70	1,372,792.90	783,744.98
Space Corner (kiosk)	-	188,665.39	249,909.77	275,433.41	153,697.20
Sports Corner (Kiosk)	380,380.59	350,424.50	359,711.29	351,708.55	192,783.01
Starbucks #46	938,647.42	994,364.72	1,005,907.03	1,201,914.67	786,187.15
Starbucks #20	1,555,586.04	1,649,305.70	1,637,290.58	1,601,585.92	916,155.14
Starbucks #6	2,269,677.17	2,407,582.74	1,981,968.40	2,096,441.62	1,305,954.29
Stars of Houston	492,268.92	2,123,250.87	-	-	-
Stars & Stripes	-	-	68,476.89	34,034.41	-
Sun Glass Hut	1,913,639.91	2,123,250.87	2,107,785.90	2,064,049.58	1,208,489.08
Swatch	1,337,867.80	1,580,261.55	1,249,271.99	1,150,553.54	662,106.00
Taxco Sterling	763,092.01	201,978.90	299,406.84	291,545.11	127,227.72
Taxco Sterling(kiosk)	229,385.25	33,974.69	-	-	-
Taxco Sterling E1(kiosk)	-	265,266.73	128,412.38	123,029.91	-
The Little Creamery	789,003.73	758,740.22	304,033.08	-	-
The Market #21	-	-	1,502,108.25	2,547,340.96	1,517,634.40
Traveler	14,931,970.61	16,711,250.66	15,834,108.04	14,227,773.65	9,128,963.27
Traveler 31C	-	-	331,511.14	-	-
Traveler 24	-	-	1,334,892.42	2,701,028.52	1,526,517.18
Treasures of Texas	61,359.15	222,887.61	-	-	-
US News #27	40,513.43	2,098,195.37	2,309,177.45	2,441,077.91	1,486,121.50
US News #29	-	366,569.78	477,153.17	446,560.66	285,505.89
US News #40	73,299.21	1,117,436.87	1,611,485.06	1,868,202.25	1,174,098.89
Wall Street Journal #11	-	1,851,219.00	2,290,452.12	2,383,963.68	1,562,017.87
Wall Street Journal #18	33,569.75	656,402.30	724,333.55	665,590.21	363,990.90
Wall Street Journal #45	21,262.73	414,907.72	527,380.13	582,255.95	397,444.67
Wall Street Journal #7	90,311.20	279,067.03	-	-	-
Dufry #13	5,878,929.47	6,571,262.19	10,163,428.56	11,256,552.54	7,380,522.68
Dufry #25	2,794,377.13	3,040,461.27	4,390,989.51	4,844,817.01	2,727,341.74
Wendy's	2,147,063.53	2,107,100.47	2,157,923.31	2,081,896.63	1,132,662.72
Where Traveler	-	139,809.27	2,010,105.61	825,172.06	-
Yogen Fruz/Einsteins	-	-	-	1,499,800.97	824,968.56
Zoom	813,023.93	788,597.68	6,336,610.33	580,926.22	395,234.24
Zon Bistro	-	-	1,317,731.86	1,742,803.83	1,211,709.38
<b>WESTFIELD</b>					
<b>TERMINAL E</b>					
<b>TOTAL</b>	<b>95,573,573.82</b>	<b>102,653,483.82</b>	<b>110,325,447.53</b>	<b>106,165,774.99</b>	<b>63,954,376.76</b>

*\*\* 8 months of reporting*