



CITY OF HOUSTON

Annise D. Parker

Mayor



HOUSTON AIRPORT SYSTEM

George Bush Intercontinental ~ William P. Hobby ~ Ellington Airport

Mario C. Diaz
Director of Aviation

August 21, 2014

SUBJECT: Letter of Clarification No. 1

REFERENCE: Request for Proposal (RFP) Solicitation NO. H08-HR1-2015-001
Retail Concessions for William P. Hobby Airport Package 1

TO: All Prospective Respondents

This Letter of Clarification is issued to (I) provide responses to questions received thus far, and (II) replace pages in the solicitation document as noted:

I. To provide responses to the following questions:

1. **Question:** HOU Retail Package One, International enplanements – What is the projected number of international enplanements?

Response:

This information is not available at this time. What is available regarding HOU International can be found at <http://www.fly2houston.com/HobbyInternational>.

2. **Question:** What is the planned timing for International departures?

Response:

This information is not available at this time. What is available regarding HOU International can be found at <http://www.fly2houston.com/HobbyInternational>.

3. **Question:** What are the planned destinations?

Response:

This information is not available at this time. What is available regarding HOU International can be found at <http://www.fly2houston.com/HobbyInternational>.

4. **Question:** In the attached HOU, Retail Package 1 RFP, Attachment C is missing the enplanements. Can you please advise?

Response:

See Attachment A, section 1.2.1 of the RFP for HOU enplanements.

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

II. To replace the following page:

1. Please replace page 41, **Attachment B**, Sales History by Location with the **Attachment B "Revised"**, page 41, Sales History by Location to included updated sales history through June 2014.

When issued, Letter(s) of Clarification (LOC) shall automatically become part of the solicitation documents and shall supersede any previous specification(s) and/or provision(s) in conflict with the Letter(s) of Clarification. LOC(s) will be incorporated into the Agreement as applicable. It is the responsibility of the respondent(s) to ensure that it has obtained all such letter(s). 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 solicitation.

If further clarification is needed regarding this solicitation, please contact Elnora Williams, Sr. Procurement Specialist, via email (preferred method) at Elnora.Williams@houstontx.gov or 281/230-8024 (ph).



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

ATTACHMENT B "REVISED"
SALES HISTORY BY LOCATION - HOU RETAIL PACKAGE ONE
SOLICITATION NO.: H08-HR1-2015-001

HUDSON NEWS						
LOCATION	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	
Lobby Newsstand #111	571,753.28	674,872.43	708,805.06	673,714.79	867,182.32	
Euro Café #1 343	4,163,255.61	5,070,558.97	5,639,076.91	5,223,570.71	5,801,693.15	
Euro Café #2 342	3,607,886.17	3,530,635.63	3,823,115.10	3,849,941.98	4,337,273.66	
HOU Marketplace # 353 Life is Good/DiscoverHouston/Sports	1,802,707.15	1,289,869.19	1,362,899.78	1,312,998.89	1,872,231.66	
Hudson Newsstand East # 124	475,056.63	204,835.57	315,578.87	580,995.83	373,614.81	
Rodeo Houston #344	418,197.26	408,600.29	482,775.76	456,647.29	649,523.30	
Hudson News Bag Claim	9,797.14	120,913.47	180,368.50	173,980.36	200,694.98	
Hudson News RMU	-	-	-	554,444.68	747,363.34	
Natalie's Candies	-	-	-	245,323.38	320,924.23	
Tech on the Go	-	-	-	170,496.45	151,750.18	
Fun in the Sun	-	-	-	105,152.34	139,060.55	
HUDSON TOTAL	11,048,653.24	11,300,285.55	12,512,619.98	13,347,266.70	15,461,312.18	