



# 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) No. H21-IFB2-2015-007 Food and Beverage for George Bush Intercontinental Airport Package Two

**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:** 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.

- 2. Question:** Terminal D Redevelopment – East Side: After roughly 6-7 years, HAS will buyout the unamortized investment of any concession operating in the space: can you please confirm that you that you are talking about location # TDF-5?

**Response:**

Yes.

- 3. 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.

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

4. **Question:** Airport Improvement Projects mentions that after 6-7 years location in Terminal D East Side will be bought back by HAS: can you confirm that location # TDF-5 will be excluded from the 5<sup>th</sup> Year Mid-term minimum capital investment of \$50.00 per square foot considering this location will be bought back?

**Response:**

It is not exempt. This mid-term investment will be rolled into the buy back.

5. **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 July thru June. Updated sales are provided in this LOC as Attachment "B".

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

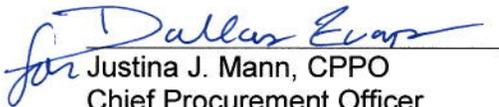
1. Please replace **Pages 30, 34, 35, and 39** with pages that are marked "**Revised 8/22/2014**".

**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 TWO**  
**SOLICITATION NO.: H21-IFB2-2015-007**

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 **National, Regional or Local Quick Service Deli/Sandwich:** 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.

1.12.2 **Nationally Branded, Quick Service/Ethnic:** 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.

1.12.3 **National or Regional Branded Casual Dining w/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.

1.12.4 **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.

1.12.5 **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.

1.12.6 **Quick Service Healthy/Salad:** 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.

1.12.7 **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.

1.12.8 **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.

**1.13 DESIGN, MATERIAL AND SUSTAINABILITY**

1.13.1 Physical design and construction of the proposed food and beverage locations includes, but is not limited to, factors such as innovation, creativity of design concepts, quality of materials, sustainable materials, recycled materials, energy conservation (LED lighting) and natural light, floor plans, presentation of themes, circulation and queuing, graphics and signage and visual interest.

**ATTACHMENT A**  
**SCOPE OF WORK – IAH FOOD AND BEVERAGE PACKAGE TWO**  
**SOLICITATION NO.: H21-IFB2-2015-007**

		<b>Location</b>		<b>Utilities Available</b>	<b>Utilities Needed</b>	<b>Comments</b>
TBF-9	1,000	Terminal B	Bar with Food	Elec, Data, Plumbing	N/A	Existing facility
TCF-1	753	Terminal C Baggage	National, Regional Quick Service – Deli/Sandwich	Elec, Data, Plumbing	N/A	Existing facility
TCSS2	1,050	Terminal C-South Food Court Seating	Food Court Seating	Elec	N/A	Existing retail unit to be redefined and added to adjoining FC seating
TCSF-1	450	Terminal C South	Nationally Branded, Frozen Yogurt/Snack	Elec, Data	Plumbing, grease trap/interceptor	Undeveloped shell needs to be finished out
TCSF-2	700	Terminal C South	National, Regional or Local Branded, Quick Service - Pizza	Elec, Data	Plumbing, grease trap/interceptor, venting	Existing Retail unit
TDF-5	1,300	Terminal D	Bar with Food	Elec, Plumbing	Data	Undeveloped shell needs to be finished out
<b>Support Spaces</b>						
TBB-SS	6,777	Terminal B Baggage	Support Space	Elec, Vent, Gas, Plumbing, Data	N/A	Support Space
TAN-SS2	2,455	Terminal A North-Apron	Support Space	Elec, Plumbing	N/A	Support Space
TAND-SS2	940	Terminal A North-Departures	Support Space	Elec, Data	N/A	Support Space
TAS-SS2	3,000	Terminal A South-Departures	Support Space	Elec, Data	N/A	Support Space
<b>Totals</b>	<b>44,326</b>					

**1.19      PROJECT DESCRIPTION**

1.19.1      Proposers shall submit a proposal to construct, fit and finish, operate, maintain and manage fourteen (14) food & beverage concessions locations (individually and collectively referred to herein as the "Premises") at the Airport. Unit Numbers TAF-1, TANF-3, TANF-4, TASF-3, TASF-4, TASF-6, TBF-5, TBF-6, TBF-7, TBF-9, TCSF-1, TCSF-2, TCF-1 and TDF-5. Support areas (TBB-SS, TAN-SS2, TAND-SS2 and TAS-SS2) and food court seating (TANS, TAS, TBS and TCSS2) are also included in this package. See **ATTACHEMNT A-1** for map of premises locations.

**ATTACHMENT A**  
**SCOPE OF WORK – IAH FOOD AND BEVERAGE PACKAGE TWO**  
**SOLICITATION NO.: H21-IFB2-2015-007**

**1.20**            **PERMITTED USES GENERALLY**

- 1.20.1            The following uses permitted for each of the fourteen (14) food & beverage units, as outlined in this section, include examples of suggested concepts that offer a wide range of choices for airline passengers. These suggested concepts were chosen on the basis of airport retail trends and customer preference. Proposer has the flexibility to substitute other concepts so long as overall variety, quality and service are not compromised. HAS reserves the right to approve any and all substituted store concepts. Proposers shall submit, in sufficient detail, a clearly defined operation believed to be the best concept for the location. These concepts must be clearly defined in the merchandising plan and included in the business plan submitted with the Proposer's proposal.
- 1.20.2            The successful Proposer will be required to operate and manage multiple food & beverage locations providing retail merchandise or products on a nonexclusive basis. All items sold must meet Federal Aviation Administration (FAA) security regulations. Other than the items listed, no other product, merchandise or service shall be sold or offered by Concessionaire without the written consent of the Director. In the event any question or dispute arises as to the sale of any specific item or category of items on the premises, the Concessionaire may submit a request in writing to the Director asking that the matter be reviewed. The Director shall give a decision in writing and such determination is the final authority in the matter. The Concessionaire shall abide by and conform to the decision of the Director.
- 1.20.3            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. The recognizable brands shall include any and all of the following:
- 1.20.3.1           National Brands: are food service concepts that have locations in a majority of regions and major metropolitan markets in the United States. These concepts are continually marketed to a national audience, and many are known globally.
- 1.20.3.2           Regional Brands: are food service concepts that have locations in a majority of markets in a particular region of the United States.
- 1.20.3.3           Other / Non-branded or Local: Concepts that do not qualify as brands according to the definitions in Sections 1.20.3.1 or 1.20.3.2, but offer high quality products and high levels of customer service that are in line with goals and objectives of the Houston Airport System. Proprietary concepts that are well-known in airports but less so in non-airport environments would qualify under this definition.
- 1.20.4            The Director shall have the right, at his sole discretion, at any time prior to or during the term of the Agreement, to expand, reduce or otherwise modify the products or merchandise offerings.
- 1.20.5            The Proposer will also be responsible for cleaning and maintaining the Premises so as to provide an environment that is "opening day fresh" in appearance at all times.

**1.21**            **CONCEPTS DEVELOPMENT AND MENU**

- 1.21.1            The Proposer shall submit, in sufficient detail, one clearly defined Space Use Plan for the operation believed to be the best concepts for the locations. **Only one Space Use Plan for the Premises will be accepted.** Proposer may reconfigure a single space to create multiple locations. The newly proposed location (s) must not exceed the total square feet

**ATTACHMENT A**  
**SCOPE OF WORK – IAH FOOD AND BEVERAGE PACKAGE TWO**  
**SOLICITATION NO.: H21-IFB2-2015-007**

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

Unit No.	Unit SF	Location	Utilities Available	Utilities Needed	Comments
TCSF-1	450	Terminal C South	Elec, Data	Plumbing, Grease trap/interceptor	Undeveloped shell needs to be finished out

**1.22.7.1      Concept Specifications**

1.22.7.1.1      National brand yogurt concept with snack component.

**1.22.7.2      Desired Menu/Concept Requirements**

1.22.7.2.1      Menu shall include frozen takeaway yogurt options.

1.22.7.2.2      Restaurant shall also offer the Standard Beverages.

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

1.22.7.2.4      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 – Pizza**

Unit No.	Unit SP	Location	Utilities Available	Utilities Needed	Comments
TCSF-2	700	Terminal C South	Elec, Data	Plumbing, Grease trap/interceptor, Venting	Existing Retail unit

**1.22.8.1      Concept Specifications**

1.22.8.1.1      National, regional or local branded quick service restaurant specializing in pizza.

**1.22.8.2      Desired Menu/Concept Requirements**

1.22.8.2.1      Menu shall include freshly prepared breakfast, lunch, 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.

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: 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	Elec	N/A	Existing FC Seating
TBS	5,425	Terminal B Food Court Seating	Elec	N/A	Existing FC Seating
TCSS2	1,050	Terminal C South Food Court Seating	Elec	N/A	Existing FC Seating
TBB-SS	6,777	Terminal B Baggage	Elec, Vent, Gas, Plumbing, Data	N/A	Support Space
TAN-SS2	2,455	Terminal A North-Apron	Elec, Plumbing	N/A	Support Space

**ATTACHMENT B - REVISED**  
**SALES HISTORY BY LOCATION - IAH FOOD AND BEVERAGE PACKAGE TWO**  
**SOLICITATION NO.: H21-IFB2-2015-007**

<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 B "REVISED"**  
**SALES HISTORY BY LOCATION - IAH FOOD AND BEVERAGE PACKAGE TWO**  
**SOLICITATION NO.: H21-IFB2-2015-007**

**FULLY BOOKED**

<b>Location</b>	<b>PKG</b>	<b>FY 2010</b>	<b>FY 2011</b>	<b>FY 2012</b>	<b>FY 2013</b>	<b>FY 2014</b>
Term C	1 / F & B 2	1,360,736.36	1,267,999.76	1,419,637.54	1,284,566.65	1,375,266.24
<b>FULLY BOOKED GROSS</b>		<b>1,360,736.36</b>	<b>1,267,999.76</b>	<b>1,419,637.54</b>	<b>1,284,566.65</b>	<b>1,375,266.24</b>

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**ATTACHMENT D**  
**ENPLANEMENTS BY TERMINAL - IAH FOOD & BEVERAGE PACKAGE TWO**  
**SOLICITATION NO.: H21-IFB2-2015-007**

<b>TOTAL ENPLANED PASSENGER TERMINAL A - FISCAL YEAR</b>													
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	188,366	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	298,599	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>													
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	395,064	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
<b>TOTAL ENPLANED PASSENGER TERMINAL C - FISCAL YEAR</b>													
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 E: TABLE 1**  
**PROJECTIONS FOR FISCAL YEAR 2015 –IAH FOOD & BEVERAGE PACKAGE TWO**  
**SOLICITATION NO.: H21-IFB2-2015-007**

Table 1

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 TWO**  
**SOLICITATION NO.: H21-IFB2-2015-007**

Table 1-A

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

<u>Enplaned Passengers By Terminal</u>	<u>Enplaned passengers (a)</u>	<u>Percent by Terminal</u>	<u>Originating Enplaned passengers (b)</u>	<u>Percent by Terminal</u>
Terminal A				
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%
Terminal 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%
Terminal C				
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%
Terminal D (IAB)				
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%
Terminal E				
United				
Domestic	2,714,135		1,028,716	
International	2,632,472		957,664	
United Express				
Domestic	-		-	
International	<u>-</u>		<u>-</u>	
	<u>5,346,607</u>	<u>26.11%</u>	<u>1,986,381</u>	<u>20.38%</u>
	20,474,502	100.00%	9,745,860	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.

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**ATTACHMENT F**

**ADDITIONAL SALES HISTORY BY LOCATION - IAH FOOD AND BEVERAGE PACKAGE TWO  
SOLICITATION NO.: H21-IFB2-2015-007**

<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 TWO  
SOLICITATION NO: H21-IFB2-2015-007

<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
Duffy (Temp 25)	103,233.01	514,032.06	-	-	-
Duffy (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 TWO SOLICITATION NO: H21-IFB2-2015-007

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	33,569.76	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*