



CITY OF HOUSTON

Annise D. Parker

Mayor



HOUSTON AIRPORT SYSTEM

Mario C. Diaz
Director of Aviation

George Bush Intercontinental ~ William P. Hobby ~ Ellington Airport

September 19, 2014

SUBJECT: Letter of Clarification No. 3

REFERENCE: Request for Proposals (RFP) Food and Beverage/Specialty Coffee for George Bush Intercontinental Airport
Solicitation Nos. H21-IFB1-2015-006; Food and Beverage Package One
H21-IFB2-2015-007; Food and Beverage Package Two
H21-ISC1-2015-008; Specialty Coffee Package One
H21-ISC2-2015-009; Specialty Coffee Package Two

TO: All Prospective Respondents

This Letter of Clarification (LOC) is issued for the following reasons to (I) replace pages in the solicitation document, (II) add exhibits in Word Format, and (III) provide responses to questions received.

I. To replace the following pages:

1. Food and Beverage Package One replace **Pages 30, 33, 34, 35, 36, 37, 38, 39 and 40** marked "**Revised 9/19/2014**".
2. Food and Beverage Package Two replace **Pages 30, 33, 34, 35, 37, 38 and 39** marked "**Revised 9/19/2014**".

II. To add the following Exhibits in Word Format:

1. Exhibit I, Exhibit II, Exhibit X, Exhibit XIII thru Exhibit XX, and Exhibit XXII have been added as attachments under the RFP(s) at: <http://www.fly2houston.com>. Exhibit III, Exhibit XII and Exhibit XXI will not be provided in Word Format. All other Exhibits are available at the City of Houston Strategic Procurement Forms website, <http://purchasing.houstontx.gov/forms.shtml>

III. To provide responses to the following questions:

1. **Question:** As an independent food and beverage operator, will we be able to bid on any of the F&B opportunities included in this RFP? Or will only master concessionaires be able to bid on these opportunities?

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:

Independent operators may need to team up with operators that are proposing on published packages.

2. **Question:** Are Concessionaire charged for trash pickup? If so, how much?

Response:

Yes. Trash/dumpster charges are allocated to the concessionaires based on the total number of units and estimated volume of trash.

3. **Question:** What is the estimated cost to Concessionaires for the Central Receiving and Distribution Center service?

Response:

The costs of the Centralized Receiving Distribution Center (CRD) will be paid by the Houston Airport System (HAS).

4. **Question:** Are Concessionaire's responsible for the build-out of the Central Receiving and Distribution Center Facility?

Response:

No, please see response to Question No. 3.

5. **Question:** What specific utilities are Concessionaire's responsible for? What are the current utilities charges per location?

Response:

Please refer to Section 9.1, Utilities on Page 28 of draft contract template.

6. **Question:** Are we responsible for Hood Cleaning & Pest Control or does the airport do this and charge us. If the airport does this what are the charges?

Response:

Yes, the Concessionaire is responsible for Hood Cleaning & Pest Control. HAS does pest control in common areas only.

7. **Question:** Are there any Common Area Maintenance Charges? If so what do they cover?

Response:

You may be asked to share in common use cleaning, repairs and maintenance services as stated in the RFP for those particular units that have a common area between them.

8. **Question:** It appears that F&B packages 1 and 2 now accommodate international, national and regional brands in the wording in Section 1.20 of the final RFP document. Is this true?

Response:

Yes. However each particular unit has its own definition of these choices to follow.

9. **Question:** Specialty Coffee package 1 appears to accommodate only national brands while Specialty coffee package 2 accommodates national and regional brands. Is this correct?

Response:

Yes. HAS would like to see variety.

10. **Question:** Would it be acceptable to propose two concepts for one of the larger Specialty coffee locations, which would include the categories of specialty coffee, bakery, salads, sandwiches and frozen desserts. For example, space TBF-8 would probably accommodate the two concepts and all those categories. Any issues with this?

Response:

You must meet the minimum qualifications set forth in the definition of that particular space.

- 11. Question:** There seems to be some confusion regarding the two frozen yogurt/snack locations (TDF3 & TCSF1) in F&B Packages 1 & 2. As with Pizza, TexMex and BBQ can the brand specification be expanded to include Regional, or Local brands?

Response:

RFP language revised as follows: Food and Beverage Package One, Section 1.18, Page 34, TDF-3 to Read "National, Regional or Local Branded Frozen Yogurt/Snack." Food and Beverage Package Two, Section 1.18, Page 34, TCSF-1 to Read "National, Regional or Local Branded Frozen Yogurt/Snack."

- 12. Question:** Are there ever opportunities for a single concession? I noticed all the food and beverage packages consisted of multiple concession developments.

Response:

No.

- 13. Question:** Since both the Terminal A North and South food courts are changing the number of concepts in each, can HAS please provide guidance on the widths to assume for those future units?

Response:

The square footage per location is provided in the RFP.

- 14. Question:** Terminal A South Food Court: the offerings are listed as "Existing Facility"; however, the tour stated that this food court would be reduced from five concepts to four concepts. Would these units be classified Existing Facility or Re-Demising Required?

Response:

Re-demising Required.

- 15. Question:** Terminal B Food Court: RFP calls out "Existing Facility, re-demising required". The tour stated that "all five units stay, footprints stay the same, locations stay the same . . . Square footages stay the same, concepts may change, all vented". Please clarify on the Area Finish/Comments.

Response:

The requirements in the RFP remain unchanged.

- 16. Question:** Package 2, space TCSF-2 does not have gas as a utility available. It is next to Package 1 space, TCSF-3, casual dine space. Would it be possible to tap into that gas source to provide a better brand to the food court?

Response:

Yes.

- 17. Question:** Regarding the transition plan. With two operators in each food court, who will determine the temporary and construction phasing between operators and how do we evaluate that financial impact as part of our bid? Same question in regards to the food court investment.

Response:

The Proposer shall propose a phasing plan in the transition plan which must be approved by HAS.

18. Question: Will the process of selection and number of available estate opportunities be a yearly opportunity or is this our one chance to secure a space?

Response:

Please provide a proposal for the concept and space.

19. Question: Is it feasible to have a hood at site TBF9?

Response:

No.

20. Question: If I participate as a JV Partner in one package, can I be a sub-tenant in another package?

Response:

Yes.

21. Question: Our Director has submitted a question regarding expanding the Frozen Yogurt/Snack locations (TDF3 & TCSF) 1 in F& B Packages 1 & 2 to include Regional and Local Brands. The national brand designation for the only 2 approved Frozen Dessert locations seems to run contrary to the stated HAS brand/concept philosophy (below). This would seem to prevent HAS from supporting innovative new regional and local frozen dessert concepts and foster change to the frozen dessert category. 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 or Regionally unless specifically stipulated. Therefore, I respectfully request that HAS reconsider their position and accept regional and local Texas brands in these two Frozen Dessert locations.

Response:

Please see response to Question No. 11.

22. Question: Can you please confirm the quick service - pizza is required to have a full bar, offer table service and a menu similar to casual dining? Sections 1.12.2, 1.22.2, 1.22.2.1, 1.22.2.2.

Response:

No.

23. Question: Package 2, space TCSF-2 does not have gas as a utility available. It is next to Package 1 space, TCSF-3, casual dine space. Would it be possible to tap into that gas source to provide a better brand to the food court?

Response:

Please see response to Question No. 16.

24. Question: Will HAS please clarify its definition of "Nationally Branded"? Will a brand that has 12 restaurants across size states be considered "Nationally Branded"?

Response:

Please see response to Question No. 46. Yes.

25. Question: Is there a recommended page range for the proposals?

Response:

No page limits are prescribed.

26. Question: Could you send us more detailed floor plans for each location listed in the Food and Beverage Packages 1 and 2? (AutoCAD and/or PDF versions are preferred).

Response:

PDFs only are available at this time.

27. Question: Will the City provide all utilities including hot water?

Response:

Please refer to Section 9.1, Utilities on Page 28 of draft contract template.

28. Question: Are there any other specific causes for disqualification in addition to what is listed in section 4.13 that proposers should be aware of?

Response:

Please read RFP for minimum requirements.

29. Question: The Draft Lease includes a number of potential liquidated damages assessments; will there be a mechanism or an opportunity to refute any of the assessments before they are mandated to be paid?

Response:

HAS's Concessions Division governs these damages and follows a process in doing so.

30. Question: Will the Airport provide both grease traps and sewer lines? We understand liquidated damages may be assessed if the concessionaire does not provide Ecolab systems to monitor grease build-ups.

Response:

Please refer to Section 5.1 Obligation to Demolish, Design, Construct and Refurbish on Page 12 of draft contract template.

31. Question: Who will be the final decision maker for expenditures from the Marketing Fund?

Response:

HAS

32. Question: Is a preferred draft of the sublease agreement for ACDBE participation available?

Response:

No.

33. Question: In addition to what is posted at <http://www.fly2houston.com/trafficstats> is information available to breakdown enplanements data by gate?

Response:

No.

34. Question: Can branding elements be used outside the Lease Line on the end cap Food Court locations?

Response:

Concessionaire shall propose requirements which are subject to HAS approval.

35. Question: Can the food court areas be looked at as a whole area? Can the proposer reposition the locations of the concepts within the whole food court area, including the seating? Does the proposer have the flexibility to propose a new food court area configuration? Or, do the concepts need to stay within the current LOD inlines?

Response:

No Change. Please provide proposed concepts based on RFP guidelines.

36. Question: Are LODs available for each individual space?

Response:

No.

37. Question: Recent response times for RFPs of this size from range between 67 (SAT 2012) - 97 (DTW 2013). The response time for these RFPs was 54 days. To give all prospective bidders sufficient time to put their proposals together would HAS consider extending the due date from October 1, 2014?

Response:

Letter of Clarification No. 2 extended the proposals due dates to Tuesday, October 28, 2014.

38. Question: In package one of Food and Beverage, would HAS allow a local or regional chicken brand to count for spaces TASF-2 and TCSF-4?

Response:

No changes.

39. Question: Please explain how the Hire Houston First Initiative will impact scoring for this RFP?

Response:

Hire Houston First does not apply to the subject RFPs.

40. Question: Can the square footage of spaces be split for dual purpose usage with a complimentary brand as long as the majority of the space satisfies the original requirements of the location?

Response:

HAS will consider dual purpose use that meet defined requirements.

41. Question: In the concept descriptions where it states "Fast Casual and healthy alternatives will be considered," do the alternatives have to stay within the same category?

Response:

Yes.

42. Question: On page 36, the concept Specifications in 1.22.1.1.1 are a casual dining and is inconsistent with the required Concept: Nationally branded, Quick Service - Hamburger. Please clarify?

Response:

RFP language revised: Please see Sections 1.22.1.1.1 and 1.22.1.2.1 thru 1.22.1.2.5 on Page 36.

43. Question: On page 37 (revised 8/22/14), for the Concept: Bar with Food at 1.22.3, the Concept Specifications at 1.22.3.1.1 indicates "National or local brand full service bar with limited food service". Does this mean that all Bars with Food (TANF-5 and TBF10) must be a National or local brand even though "national or local" is not indicated at 1.12.3 (on page 30), on page 33 at TANF-5 or on page 34 at TBF10?

Response:

RFP language revised: Please see Section 1.12.3 on Page 30, TANF-5 on Page 33, TBF-10 on Page 34 and Section 1.22.3 on Page 37.

44. Question: On page 37 (revised 8/22/14), the Concept Specifications in 1.22.2.1.1 is for casual dining and is inconsistent with the required concept: National, Regional or Local Branded, Quick Service - Pizza. Please clarify?

Response:

RFP language revised: Please see Sections 1.22.2.1.1 and 1.22.2.2.1 thru 1.22.2.2.5 on Page 37.

45. Question: On page 38, the Concept: Bar with Food at 1.22.6 is inconsistent with the Concept Specifications at 1.22.6.1.1 which refers to "Casual dining restaurant" and the Concepts on page 34 for TCNF-1 and TDF-2 which both indicate "Casual Dining with Bar." Please clarify?

Response:

RFP language revised: Please see Sections 1.22.6.1.1 and 1.22.6.2.1 thru 1.22.6.2.5 on Pages 38 and 39.

46. Question: On page 35 of Package 1, the RFP refers to Nationally Branded (1.20.3.2) and Regionally Branded (1.20.3.3). The definitions for both are different than the definitions for "National Brands" and "Regional Brands" on page 35 of Package 2. Is this an oversight?

Response:

RFP language revised as follows: Package One, Sections 1.20.3.1, 1.20.3.2 and 1.20.3.3 on Page 35. Package Two, Section 1.20.3.1 on Page 35.

47. Question: On 60, it indicates that joint venture agreement should be attached to Schedule B. Are we required to submit the joint venture agreement as a draft or as a fully executed document?

Response:

A final negotiated draft shall be submitted with the proposal, subject to the Office of Business Opportunity (OBO) approval.

48. Question: Pkg. 2 - On page 37, the Concept Specifications at 1.22.3.1.1 for Casual Dining with Bar indicates that "National, Regional brand casual dining . . ." is required. However, on pages 33 TANF-4 and TBF-7 there is no reference to National or Regional. Please clarify?

Response:

RFP language revised as follows: TANF-4 and TBF-7 on Page 33. Section 1.22.3 on Page 37.

49. Question: Pkg. 2 - On page 38, the Concept: Bar with Food at 1.22.5 requires in the Concept Specifications that the brand should be "National or local" and the chart on page 35 does not specify National or Local. Please clarify.

Response:

RFP language revised as follows: Section 1.12.5, Page 38, has been revised to Read "National, Regional or Local". Section 1.18, Pages 33 and 34, TASF-6, TBF-9 and TDF-5 have been revised to Read "National, Regional or Local".

50. Question: We are seeking additional direction on allowable looks and finishes. Would you be able to publish or post via link the building finishes detail referenced in the Design Guidelines (below)? 9.0 FINISHES, 9.1 Building Finishes - Guidelines for building finishes are specified elsewhere. Refer to Chapter 1 for other references containing additional criteria.

Response:

Please review Tenant Improvement Process at <http://www.fly2houston.com/0/3527992/0/0/>. Design and finishes are subject to HAS approval.

51. Question: It is clear that the City does not want to restrict competition or impede the ability of any subconcessionaire to participate in this solicitation process. As such, can you Please clarify the "Limitation on Consideration for Packages" statement: Specifically: if, for example, an entity is the proposer (and operator in multiple locations) in F&B Package #1 and also a subconcessionaire in multiple locations in F&B Package #2, could they be awarded Package #1 and also operate locations in Package #2 (if their Proposer won)?

Response:

Proposer may only win one package per airport. The Prime or Joint Venture partner may also win proposal as a subconcessionaire, supplier, manufacturer on a different package at the same airport.

52. Question: If a proposer is depending on ACDBE credit from its subconcessionaires to meet ACDBE goals, are these ACDBE subconcessionaires considered in any way "entities comprising Proposer" or joint venture partners?

Response:

No.

53. Question: Since the three units in package two, compared to all six units in package one, are underperforming, wouldn't a realignment of spaces be appropriate? In essence someone will win all the profitable coffee locations and someone will struggle.

Response:

No changes.

54. Question: Section 5.1.12 (title) Will the Concessionaire be permitted to retain proprietary and brand improvements, fixtures and property upon expiration/early termination of the Agreement?

Response:

The Agreement gives direction as to what stays and what goes at termination of such agreement.

55. Question: Section 6.1.9 (employee discounts) Does the employee discount also apply to airline, Airport and City employees? Are alcoholic beverages excluded from the employee discount?

Response:

Yes, any badged employee is allowed the discount. Alcoholic beverages are excluded from the employee discount.

56. Question: Section 6.10.3 (marketing expenses) this section states that Concessionaire agrees to spend .50% of its Gross Sales per Agreement year on its own marketing plan (in addition to paying the City .50% of its Gross Sales each month to be expended by the Director on marketing). If Concessionaire does not spend the full .50% per Agreement year on its own marketing plan, but its marketing plan is deemed satisfactory by the Director, does Concessionaire have to account for the difference not spent?

Response:

The contract template provided is a draft. Section 6.10.3 on Page 24, will be revised to reflect – beginning on the effective date and continuing through expiration or early termination of this Agreement, Concessionaire shall pay the City a monthly fee of .50% of its Gross Sales, to be expended by the Director for the marketing of this Concession.

57. Question: Sections 8.1.1 (rent commencement) per this section, Rent (greater of MAG or % rent) starts on the "Effective Date" which is the date the lease is countersigned by the City Controller. The RFP solicitation documents (RFP Attachment A, 1.4.3) indicate there will be no MAG for the first twelve (12) months from the "effective date." The lease, however, does not state this "no MAG" period of time. Please clarify in the lease when MAG will commence. Also, will the twelve-month period of no MAG commence on the date the lease is signed by the City Controller, or the date when the premises are delivered to Concessionaire to commence improvements?

Response:

The contract template provided is a draft. Section 8.1 on Page 24, will be revised to reflect – no MAG for the first 12 months from when facilities are made available.

58. Question: Section 8.1.2 (annual reconciliation date) May this date be ninety (90) days after the end of each twelve (12) month period to allow sufficient time to prepare the reconciliation? Also, this section currently addresses and underpayment of fees. Will this section also address an overpayment of fees?

Response:

Ninety (90) days will be allowed. Please refer to Section 9.4 Audits and Enforcement on Page 29 of the draft contract template.

59. Question: Section 8.2.1 (percentage fee due date) If concessionaire has other agreements at the Airport with a monthly due date of fifteen (15) days after the end of each month, for consistency, may this lease also use a due date of fifteen (15) days after the end of each month?

Response:

No changes.

60. Question: Section 8.2.2 (report of Gross Sales) May the phrase "showing any deductions therefore" be removed from this section?

Response:

No changes.

61. Question: Section 17.25.1 (successors/personal liability) May this provision be made mutual, so that the lease also does not create personal liability of any officer or agent of Concessionaire?

Response:

No changes.

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 Agreement(s) 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 these solicitations, respondent(s) shall be deemed to have received all LOC(s) and to have incorporated them into this proposal(s).

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



Justina J. Mann, CPPO
Chief Procurement Officer
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ATTACHMENT A "REVISED 9/19/2014"
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 **National, Regional or Local 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 **National, Regional or Local 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 "REVISED 9/19/2014"
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	National or Local 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 "REVISED 9/19/2014"
SCOPE OF WORK – IAH FOOD AND BEVERAGE PACKAGE ONE
SOLICITATION NO.: H21-IFB1-2015-006

Unit No.	Unit SF	Location	Concepts	Utilities Available	Utilities Needed	Area Finish / Comments
TBF10	300	Terminal B North	National or Local Bar with Food	Elec, Data, Plumbing	N/A	Existing facility
TCNF-1	2,736	Terminal C North	National Branded Casual Dining with Bar	Elec, Gas, Data, Plumbing, Venting	N/A	Existing facility
TCSF-3	3,040	Terminal C South	National Branded Casual Dining with Bar	Elec, Gas, Data, Plumbing, Venting	N/A	Existing facility
TCSF-4	1,120	Terminal C-E Connector	Nationally Branded, Quick Service - Chicken	Elec, Data	Gas, Plumbing, Venting, Grease trap/interceptor	Existing Retail Unit
TDF-2	3,800	Terminal D	National Branded Casual Dining with Bar	Elec, Gas, Data, Plumbing, Venting	N/A	Existing facility, minor re-demising
TDF-3	240	Terminal D	National, Regional or Local Branded, Frozen Yogurt/Snack	Elec, Data	Plumbing	Undeveloped shell needs to be finished out
Support Space						
TAC-SS	3,600	Terminal A Central	Support Space	Elec, Data, Plumbing	N/A	Support Space
TAS-SS	2,400	Terminal A South-Apron	Support Space	Elec.	N/A	Support Space
TASD-SS	480	Terminal A South-Departures	Support Space	Elec, Data	N/A	Support Space
TAN-SS	350	Terminal A North	Support Space	Elec, Data	N/A	Support Space
TB-SS	4,800	Terminal B Mezzanine	Support Space	Elec, Date	N/A	Support Space
Totals	45,794					

1.19 PROJECT DESCRIPTION

1.19.1 Proposers shall submit a proposal to construct, fit and finish, operate, maintain and manage fifteen (15) food & beverage concessions locations (individually and collectively referred to herein as the "Premises") at the Airport. Unit Numbers TANF-1, TANF-2, TANF-5, TASF-1, TASF-2, TASF-5, TBF-2, TBF-3, TBF-4, TBF-10, TCNF-1, TCSF-3, TCSF-4, TDF-2 and TDF-3. Support areas (TB-SS, TAC-SS, TAS-SS, TAN-SS and T ASD-SS) and portions of food court seating (TANS, TAS and TBS). See **ATTACHMENT A-1** for map of premises locations.

ATTACHMENT A "REVISED 9/19/2014"
SCOPE OF WORK – IAH FOOD AND BEVERAGE PACKAGE ONE
SOLICITATION NO.: H21-IFB1-2015-006

1.20 PERMITTED USES GENERALLY

- 1.20.1 The following uses permitted for each of the fifteen (15) 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 International Brands: Brands with access to and are recognized in more than one country outside of the United States and Canada.
- 1.20.3.3 Regional Brands: are food service concepts that have locations in a majority of markets in a particular region of the United States.
- 1.20.3.4 Other / Non-branded or Local: Concepts that do not qualify as brands according to the definitions in Sections 1.20.3.1, 1.20.3.2 or 1.20.3.3, 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.

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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 or dimensions of the space as depicted on Table in Section 1.18. Additionally, only one space usage plan will be accepted per space or newly created location.

1.21.2 **Proposed Concept:** Include the following for each concept on **EXHIBIT XIII:**

- 1.21.2.1 Store Name;
- 1.21.2.2 Name of Store Operator (Subconcessionaire);
- 1.21.2.3 Space Identifier;
- 1.21.2.4 Concept;
- 1.21.2.5 Description and theme;
- 1.21.2.6 Merchandise listing, proposed price range, and menu (where applicable);
- 1.21.2.7 Speed of Services;
- 1.21.2.8 Floor plan;
- 1.21.2.9 Color photographs of existing stores and or renderings illustrating proposed store design, submitted in "8 ½ x 11" or "11 x 17" format as part of the bound Proposal; (Submit as attachment to **EXHIBIT XIII**);
- 1.21.2.10 Letter of intent for Branded Concept to include brand authorization for submissions of concept. (Submit as attachment to **EXHIBIT XIII**).

1.22 SPECIFIC USES

1.22.1 Concept; National Brand, Quick Service - Hamburger

Unit No.	Unit SF	Location	Utilities Available	Utilities Needed	Comments
TANF-1	950	Terminal A North	Elec, Gas, Data, Plumbing, Venting	N/A	Existing Facility, re-demising required
TBF-2	860	Terminal B	Elec, Gas, Data, Plumbing, Venting	N/A	Existing Facility, re-demising required

1.22.1.1 **Concept Specifications**

1.22.1.1.1 National brand quick service restaurant specializing in hamburgers.

1.22.1.2 **Desired Menu/Concept Requirements**

- 1.22.1.2.1 Menu shall include freshly prepared breakfast, lunch, dinner menu options, and an assortment of beverages.
- 1.22.1.2.2 Food shall be prepared as ordered.
- 1.22.1.2.3 Food shall be available in convenient "to go" packaging.
- 1.22.1.2.4 Restaurant should offer salads and sides.
- 1.22.1.2.5 Menu offerings shall be of high quality and offer good value to the customers

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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 quick service restaurant specializing in pizza.

1.22.2.2 Desired Menu/Concept Requirements

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

1.22.3 Concept: National or Local 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

1.22.4.1 Concept Specifications

1.22.4.1.1 National or local brand quick service deli and/or salad concept.

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1.22.4.2 Desired Menu/Concept Requirements

- 1.22.4.2.1 Menu shall include freshly prepared breakfast, lunch, and dinner menu options focusing on made-to-order sandwiches, soups, salads, plates, and desserts.
- 1.22.4.2.2 Food shall be prepared as ordered.
- 1.22.4.2.3 Food shall be available in convenient "to go" packaging.
- 1.22.4.2.4 Restaurant shall also offer sides and an assortment of beverages.
- 1.22.4.2.5 Menu offerings shall be of high quality and offer good value to the customers.

1.22.5 Concept: Nationally Branded, Quick Service - Chicken

Unit No.	Unit SF	Location	Utilities Available	Utilities Needed	Comments
TASF-2	600	Terminal A South	Elec, Data, Plumbing, Venting	N/A	Existing Facility
TCSF-4	1,120	Terminal C-E Connector	Elec, Data	Gas, Plumbing, Venting, Grease trap/interceptor	Existing Retail Unit

1.22.5.1 Concept Specifications

- 1.22.5.1.1 National brand quick service restaurant specializing in chicken.

1.22.5.2 Desired Menu/Concept Requirements

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

1.22.6 Concept: National or Local Bar with Food

Unit No.	Unit SF	Location	Utilities Available	Utilities Needed	Comments
TCNF-1	2,736	Terminal C North	Elec, Gas, Data, Plumbing, Venting	N/A	Temporary / No minimum investment / subject to HAS approval
TDF-2	3,800	Terminal D	Elec, Gas, Data, Plumbing, Venting	New grease lines to new grease interceptor	Existing Facility

1.22.6.1 Concept Specifications

- 1.22.6.1.1 National or local brand full service bar with limited food service.

1.22.6.2 Desired Menu/Concept Requirements

- 1.22.6.2.1 Menu shall include freshly prepared breakfast, lunch, and dinner menu options, and an assortment of beverages. Featured items shall be that of a typical bar with food

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establishment including appetizers, small plates light fare and other items, including sandwiches and salads.

- 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 available in convenient "to go" packaging.
- 1.22.6.2.5 Menu offerings shall be of high quality and offer good value to the customers.

1.22.7 Concept: National Brand 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.
- 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

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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: National, Regional or Local 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, Regional or Local 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
TAC-SS	3,600	Terminal A Central	Elec, Data, Plumbing	N/A	Support Space
TAS-SS	2,400	Terminal A South-Apron	Elec	N/A	Support Space
TAN-SS	350	Terminal A North	Elec, Data	N/A	Support Space

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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 **National, Regional or Local 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.

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1.18 IAH FOOD AND BEVERAGE PACKAGE 2

Unit No.	Unit SF	Location	Concepts	Utilities Available	Utilities Needed	Area Finish / Comments
TAF-1	2,480	Terminal A	National, Regional Quick Service – Deli/Sandwich	Elec, Gas, Data, Plumbing, venting	N/A	Existing facility
TANF-3	760	Terminal A North	Nationally Branded, Quick Service/Ethnic	Elec, Gas, Data, Plumbing, Venting	N/A	Existing facility
TANS	4,000	Terminal A North Food Court Seating	Food Court Seating	Elec	N/A	Existing FC Seating
TANF-4	2,446	Terminal A North	National or Regional Casual Dining with Bar	Elec, Gas, Data, Plumbing, Venting	N/A	Existing facility
TASF-3	900	Terminal A South	Nationally Branded, Quick Service - Hamburger	Elec, Gas, Data, Plumbing, Venting	N/A	Existing facility
TASF-4	700	Terminal A South	Nationally Branded, Quick Service/Ethnic	Elec, Gas, Data, Plumbing, Venting	N/A	Existing facility
TAS	4,000	Terminal A South Food Court Seating	Food Court Seating	Elec	N/A	Existing FC Seating
TASF-6	615	Terminal A South	National, Regional or Local Bar with Food	Elec, Data, Plumbing	N/A	Existing facility
TBF-5	750	Terminal B	Quick Service Healthy/ Salad	Elec, Gas, Data, Plumbing, Venting	N/A	Existing facility
TBF-6	625	Terminal B	National, Regional Quick Service – Deli/Sandwich	Elec, Gas, Data, Plumbing, Venting	N/A	Existing facility
TBS	5,425	Terminal B Food Court Seating	Food Court Seating	Elec	N/A	Existing FC Seating
TBF-7	3,200	Terminal B	National or Regional Casual Dining with Bar	Elec, Gas, Data, Plumbing, Venting	N/A	Existing facility
Unit No.	Unit SF		Concepts			Area Finish /

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		Location		Utilities Available	Utilities Needed	Comments
TBF-9	1,000	Terminal B	National, Regional or Local 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	National, Regional or Local 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	National, Regional or Local Bar with Food	Elec, Plumbing	Data	Undeveloped shell needs to be finished out
Support Spaces						
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
Totals	44,326					

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.

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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. International Branded: Brands with access to and are recognized in more than one country outside of the United States and Canada.

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

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1.22.2.1 Concept Specifications

1.22.2.1.1 National or Regional brand quick service restaurant providing ethnic cuisine.

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 beverages.

1.22.2.2.2 Food shall be prepared as ordered.

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

1.22.2.2.4 Restaurant shall also offer salads and sides.

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

1.22.3 Concept: National or Regional Casual Dining with Bar

<u>Unit No.</u>	<u>Unit SF</u>	<u>Location</u>	<u>Utilities Available</u>	<u>Utilities Needed</u>	<u>Comments</u>
TANF-4	2,446	Terminal A North	Elec, Gas, Data, Plumbing, Venting	N/A	Existing Facility
TBF-7	3,200	Terminal B	Elec, Gas, Data, Plumbing, Venting	N/A	Existing Facility

1.22.3.1 Concept Specifications

1.22.3.1.1 National, Regional brand casual dining restaurant with a kitchen and full bar offering table service.

1.22.3.2 Desired Menu/Concept Requirements

1.22.3.2.1 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.

1.22.3.2.2 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 prepared as ordered.

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

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

1.22.4 Concept: Nationally Branded, Quick Service – Hamburger

<u>Unit No.</u>	<u>Unit SF</u>	<u>Location</u>	<u>Utilities Available</u>	<u>Utilities Needed</u>	<u>Comments</u>
TASF-3	900	Terminal A South	Elec, Gas, Data, Plumbing, Venting	N/A	Existing Facility

1.22.4.1 Concept Specifications

1.22.4.1.1 National brand quick service restaurant specializing in hamburgers.

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1.22.4.2 Desired Menu/Concept Requirements

- 1.22.4.2.1 Menu shall include freshly prepared breakfast, lunch, dinner menu options, and an assortment of beverages.
- 1.22.4.2.2 Food shall be prepared as ordered.
- 1.22.4.2.3 Food shall be available in convenient “to go” packaging.
- 1.22.4.2.4 Restaurant should also offer salads and sides.
- 1.22.4.2.5 Menu offerings shall be of high quality and offer good value to the customers.

1.22.5 Concept: National, Regional or Local Bar with Food

Unit No.	Unit SF	Location	Utilities Available	Utilities Needed	Comments
TASF-6	615	Terminal A South	Elec, Data, Plumbing	N/A	Existing Facility
TBF-9	1,000	Terminal B	Elec, Data, Plumbing	N/A	Existing Facility
TDF-5	1,300	Terminal D	Elec, Plumbing	Data	Undeveloped shell needs to be finished out. No cooking exhaust.

1.22.5.1 Concept Specifications

- 1.22.5.1.1 National, Regional or local brand full service bar with limited food service.

1.22.5.2 Desired Menu/Concept Requirements

- 1.22.5.2.1 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.
- 1.22.5.2.2 Full alcoholic beverage service.
- 1.22.5.2.3 May have walk-up counter for take-away orders.
- 1.22.5.2.4 Food shall be available in convenient “to go” packaging.
- 1.22.5.2.5 Menu offerings shall be of high quality and offer good value to the customers.

1.22.6 Concept: Quick Service Healthy/Salad

Unit No.	Unit SF	Location	Utilities Available	Utilities Needed	Comments
TBF-5	750	Terminal B	Elec, Gas, Data, Plumbing, Venting	N/A	Existing Facility

1.22.6.1 Concept Specifications

- 1.22.6.1.1 National or Regional brand quick service restaurant featuring salads and healthy foods.

1.22.6.2 Desired Menu/Concept Requirements

- 1.22.6.2.1 Menu shall include freshly prepared breakfast, lunch, and dinner menu options
- 1.22.6.2.2 Food shall be prepared as ordered.
- 1.22.6.2.3 Food shall be available in convenient “to go” packaging.
- 1.22.6.2.4 Restaurant shall also offer the Standard Beverages.

ATTACHMENT A "REVISED 9/19/2014"
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1.22.7 Concept: National, Regional or Local 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, Regional or Local 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