



Addendum #4

**Revenue Contract Solicitation (RCS)
AVN RCS 21-018**

**Terminal 4 South 1 Common-Use Airport Lounge
at Phoenix Sky Harbor International Airport**

According to Section I – Introduction, Item L – Addendum to RCS, the City hereby amends the above-referenced RCS as follows:

DELETE AND REPLACE:

1. Delete the Schedule of Events as amended in Paragraph 1 of Addendum 2 and replace with the following. The dates for the Solicitation Deadline, Tentative Interviews/Discussions, Award Recommendation to City Council, and Commencement of Agreement have been updated.

ACTIVITY	DATE & TIME (All times are local Phoenix, AZ time)
Publish RCS	Thursday, May 27, 2021
Pre-Response Meeting via WebEx Live Meeting	Tuesday, June 15, 2021 at 10:00 a.m. Join by Phone: +1-415-655-0001 Access Code: 177 150 4359 Meeting Link: https://cityofphoenix.webex.com/cityofphoenix/onstage/g.php?MTID=ea4f7d492752faafdcb2db67fb73150d9
Question Deadline: Submittal of Written Questions	Friday, June 25, 2021 at 2:00 p.m.
Answer Deadline: Answers to Written Questions	Thursday, July 15, 2021
Solicitation Deadline	Friday, September 17, 2021 by 2:00 p.m. Response Opening to begin at 2:15 p.m. Meeting link: https://cityofphoenix.webex.com/cityofphoenix/j.php?MTID=m6aca18efe24a93deeb46236793ef7c1a Meeting number: 177 071 6506 Join by phone +1-415-655-0001 US Toll Access code: 177 071 6506
Tentative Interviews / Discussion (If Necessary)	October 25 – October 29, 2021
Award Recommendation to Phoenix City Council	February 2022
Commencement of Agreement	March 2022

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2. Delete Section I – Introduction, Item C – Minimum Qualifications, Paragraph 1 in its entirety and replace with the following:

1. Respondent and Respondent's joint venture partners, if any, must clearly demonstrate its/their financial ability to fund the initial capital investment proposed by Respondent. Documentation must be provided in the Response consisting of audited financial statements for two (2) years of the required three (3) years of common-use airport lounge ownership/management operation within the last five (5) years and/or current letters of intent from financial institutions.

3. Delete all references to the Common-Use Airport Lounge total square footage in the RCS and replace with **3,529 square feet**.

4. Delete the last paragraph added to the end of Section III – Evaluation Criteria and Response Instructions, Item B – Submission of Response – Electronic or In-Person Submission as amended in Paragraph 3 of Addendum 3 and replace with the following:

Respondents will be allowed to submit an electronic test submission. Please send electronic test submissions to avn.solicitations@phoenix.gov and specify in the title that the submission is only a test. The City will acknowledge receipt of the test submission but will not be responsible for providing any additional information related to the Respondent's test submission. A test submission will not be counted as a final submittal. The actual Response must be submitted before the solicitation deadline. Successful electronic test submission is not a guarantee that electronic final submission of the Response will also be successful, and the City will not be responsible for any technical issues that may occur with the electronic final submission. **The Respondent is responsible for ensuring its Response is received prior to the solicitation deadline date and time.**

5. Delete in its entirety Exhibit 12 – Tenant Design Criteria (Rev. June 22, 2021) as amended in Paragraph 2 of Addendum 1 and replace with **Exhibit 12 – Tenant Design Criteria (Rev. July 26, 2021)**.

Exhibit 12 – Tenant Design Criteria (Rev. July 26, 2021) and **Supplement to Exhibit 12 – Tenant Design Criteria (Rev. July 26, 2021) – Revisions Narrative** have been posted and are available at the following link:

<https://solicitations.phoenix.gov/Solicitations/Details/907>

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6. Delete Exhibit 13 – Proposed Capital Investment Form, Exhibit 21 – Projected Gross Sales for Ten-Year Term, and Exhibit 22 – Projected Rent Revenue for Ten-Year Term in its entirety and replace with **Exhibit 13 – Proposed Capital Investment Form (Rev. July 30, 2021)**, **Exhibit 21 – Projected Gross Sales for Ten-Year Term (Rev. July 30, 2021)** and **Exhibit 22 – Projected Rent Revenue for Ten-Year Term (Rev. July 30, 2021)**. Exhibit 13, Exhibit 21, and Exhibit 22 are amended to reflect the updated Lounge square footage as specified in Paragraph 1 of this Addendum. Exhibit 21 is amended to reflect the updated projected enplanements as specified in Paragraph 7 of this Addendum.

The revised Exhibit 13 is attached to this Addendum. The revised Exhibit 21 and Exhibit 22 are posted and available at the following link:

<https://solicitations.phoenix.gov/Solicitations/Details/907>

7. Under the Questions and Answers on Addendum 3, delete the Answer to Q3 in its entirety and replace with the following:

Projected enplanements are based on Airport analysis and consistent with rating agency analysts and industry watchers. The City makes no representation or warranties, expressed or implied, as to the accuracy of these projections. Respondent assumes all risk associated with use of these projections, including its accuracy, relevance, and/or materiality to the formulation of its Response.

Year	Projected Enplanements
2023:	2,000,000
2024:	2,424,406
2025:	2,453,499
2026:	2,482,941
2027:	2,512,736
2028:	2,542,889
2029:	2,573,404
2030:	2,604,284
2031:	2,635,536
2032:	2,667,162

8. Under the Questions and Answers on Addendum 3, delete the Answer to Q42 in its entirety and replace with the following:

Yes, restroom facilities are required.

The balance of the specifications and instructions remain the same.

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QUESTIONS AND ANSWERS

QUESTIONS AND ANSWERS	
The following questions were submitted by interested Respondents and are represented as they were received.	
Q1	Can you provide an annotated TDC illustrating all the changes made to the document in the June 22, 2021 issue so that the changes can be easily tracked?
Answer	See Exhibit 12 – Tenant Design Criteria (Rev. July 26, 2021) and Supplement to Exhibit 12 – Tenant Design Criteria (Rev. July 26, 2021) – Revisions Narrative as provided in Paragraph 4 of this Addendum.
Q2	If we utilize an exposed ceiling in the low volume space, can decorative elements be suspended from the structure above (18’) and extend below 12’ AFF?
Answer	Yes, decorative elements can extend below the 12 FT AFF requirement. See Exhibit 12 – Tenant Design Criteria (Rev. July 26, 2021), Page 50.
Q3	Is there flexibility in the 12’ AFF ceiling height requirement for special amenity spaces within the lounge?
Answer	Yes, special areas within the Lounge area are allowed to have lower ceiling heights. See Exhibit 12 – Tenant Design Criteria (Rev. July 26, 2021), Page 50.
Q4	Please confirm that the use of operable glass storefront walls, track and support structure must all fall within the 13’8” AFF dimension indicated to the underside of the 4’ wide overhead DW soffit. See Exhibit 12 – Tenant Design Criteria (Rev. July 26, 2021), Page 50 and Appendix C2-05, Page 148.
Answer	Yes. See Exhibit 12 – Tenant Design Criteria (Rev. July 26, 2021), Page 50.
Q5	Addendum 2 shared additional design criteria. Can page numbers or section titles be shared to properly locate the new content (i.e, what is new or has been changed)?
Answer	See Exhibit 12 – Tenant Design Criteria (Rev. July 26, 2021) and Supplement to Exhibit 12 – Tenant Design Criteria (Rev. July 26, 2021) – Revisions Narrative as provided in Paragraph 4 of this Addendum.

In the event of any conflicts with the earlier answers or addenda, the final written answers and final addendum shall control.



SECTION VI – EXHIBITS

**CITY OF PHOENIX
Aviation Department
Contracts & Services
2485 East Buckeye Road,
Phoenix, AZ 85034**

**EXHIBIT 16
PROPOSED CAPITAL INVESTMENT FORM**

(Rev. July 30, 2021)

Respondent must propose an initial capital investment greater than \$250 per square foot. The premise is 3,529 square feet.

Proposed Initial Capital Investment	Proposed Capital Investment - Written in words
\$ _____	_____

Respondents that propose an amount less than the \$250 per square foot capital investment may be deemed non-Responsive.

ATTEST:

(Company Name)

(Witness Signature)

BY: _____
(Signature of Chief Financial Officer)

(Printed Name of Chief Financial Officer)

DATE: _____

Phone No.: _____