



Addendum #4

**Revenue Contract Solicitation (RCS)
AVN RCS 21-023**

**Terminal 4 South 1 (T4S1) Concourse Retail Concessions Phase I
at Phoenix Sky Harbor International Airport**

DELETE AND REPLACE:

1. Delete all references to the Schedule of Events and Solicitation Deadline in its entirety as amended in Addendum 2 and replace with the following:

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 (Revised as of 07/30/2021)	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)	November 15 – November 19, 2021
Award Recommendation to Phoenix City Council	February 2022
Commencement of Agreement	March 2022

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 on July 28, 2021 Revised Attachment F. Documentation must be provided in the Response consisting of audited financial statements for two (2) years of the required three (3) years of retail concession ownership/management operation within the last five (5) years and/or current letters of intent from financial institutions.
3. Delete all references to the R1 space square footage in the RCS as amended in paragraph 2 of Addendum 3 and replace with the following square footage:
 - **R1 2,807 square feet:** Store-within-a-Store; News and Convenience and Specialty Retail

4. Delete Revised Attachments A – F in its entirety and replace with **July 28, 2021 Revised Attachments A – F**. The July 28, 2021 Revised Attachments A – F are posted and is available at: <https://solicitations.phoenix.gov/Solicitations/Details/928>
5. Delete in its entirety Exhibit 16 – Tenant Design Criteria (Rev. June 22, 2021) as amended in paragraph 2 of Addendum 1 and replace with **Exhibit 16 – Tenant Design Criteria (Rev. July 26, 2021)**.

Exhibit 16 – Tenant Design Criteria (Rev. July 26, 2021) and **Supplement to Exhibit 16 – Tenant Design Criteria (Rev. July 26, 2021) – Revisions Narrative** have been posted and are available at: <https://solicitations.phoenix.gov/Solicitations/Details/928>

6. Delete all references to the Total Minimum Annual Guarantee (MAG) per Unit in the RCS and replace with the following amount:
 - **R1: \$252,630.00 USD**
 - **R2: \$62,850.00 USD**
7. Delete Exhibit 6 – Proposed First Year Minimum Annual Guarantee (MAG) in its entirety and replace with **Revised Exhibit 6 – Proposed First Year Minimum Annual Guarantee (MAG)**. The revised exhibit is available at: <https://solicitations.phoenix.gov/Solicitations/Details/928>
8. 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 1 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.

9. Delete the Response to Question 3 under the *Questions and Response* section of Addendum 3 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

The balance of the specifications and instructions remain the same.

QUESTIONS AND RESPONSES TO THE TENANT DESIGN CRITERIA (TDC):

The following questions were submitted by interested Respondents and represented as they were received.

Question 1:	In the revised Design Criteria dated June 22, 2021 and released on June 28, 2021 the R1-01 Lease Plan (page 176) has three rooms added with doors opening into the space. What are these rooms and are they really accessed by entering the retail space?
Response 1:	Refer to Exhibit 16 – Tenant Design Criteria (Rev. July 26, 2021) and Appendix for the revised lay-out of this area. The “Future-Use” area may be available to tenants leasing the F1 and/or R1 space. Doors indicated into the “Future-Use” area is not included in this solicitation process and the space shall be reconciled with the Successful Respondent(s) during discussions.
Question 2:	If the rooms referenced in question #1 really are being added can they be relocated within the space to the right side of the Lease Plan as to not take up prime retail space with the most visibility for the enplaning passengers?
Response 2:	Refer to Exhibit 16 – Tenant Design Criteria (Rev. July 26, 2021) and Appendix for the revised lay-out of the area, which is no longer part of the R1 Space.
Question 3:	Referencing question #1, is the 195 sf of corridor considered part of the 10% maximum back of house usage/location
Response 3:	The corridor in question has been removed from the Tenant Design Criteria. Refer to Exhibit 16 – Tenant Design Criteria (Rev. July 26, 2021) and Appendix.
Question 4:	Page 73, R1 Color Block Diagram, shows a feature wall opportunity running on the west wall from the front of the location to the back of the location. Most of this space is now a hallway leading to the back exit of the space. With the requirement that glass security doors must be concealed from public view when in the open position (page 16) the feature wall opportunity is now less than 9’. Is the intent to now have the feature wall so small?
Response 4:	Other design options are available to take advantage of this wall opportunity. Glass doors can be pocketed at the center column of R1 or the door pocket along the west wall of R1 could extend the full length and maintain the wall opportunity.
Question 5:	Page 16, Item 5, under STOREFONT DESIGN - General Requirements states “Fixed and sliding glass panels shall be floor supported with a full-length top and bottom door rails. Door rails shall be clad in stainless steel.” Page 28, item 1, under SECURITY – General Requirements states “Retail concessions shall be designed with top or head supported, manually operated frameless sliding glass security door systems. The Tenant is to use a Hufcor, Series GLA Individual, glass panel system. A floor track or threshold is not allowed..” Page 70, SPACE REQUIREMENTS – RETAIL, R1 – 2,793 SF, Storefront, #2 states “Operable glass walls are not required, but if applicable must be concealed from public view when storefront is open.” Question: Are glass panel doors required? If so, is a floor rail required?
Response 5:	Operable glass wall is required to secure your space. Floor rail is not allowed at operable glass walls. Note the square footage for R1 is revised per paragraph 1 of this Addendum.
Question 6:	Page 72, R1 IINFRASTRUCTURE PLAN, shows (1) one 200 AMP Disconnect for this space. Is additional power available?
Response 6:	200A 480V Power is all that is available for this Retail space (R1). If the Successful Respondent requires additional power and provides justification that the concept cannot operate based on the power provided, then the Aviation Department may consider providing additional power at the Successful Respondent’s expense.
Question 7:	Page 74, SPACE REQUIREMENTS – RETAIL R2 – 1,259 SF, Item 3 states “An operable glass wall is recommended at the curve. Tenant responsibility to provide a baggage rail if not operable glass wall and cannot obstruct circulation.” Item 6 (same page) states “It is required glass be used at the curved portion of the Tenant lease space.” Question: Is glass required or not required at the curved wall?

Response 7:	Glass is required at the curved wall to provide visibility into the tenant (retail) space. The glass can be an operable glass wall or segmented fixed window. If a fixed window is provided, a baggage rail is required to protect the glazing. Note the square footage for R2 is revised per paragraph 2 of Addendum 3.
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In the event of any conflicts with the earlier answers or addenda, the final written answers and final addendum shall control.