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CITY OF PHOENIX AVIATION DEPARTMENT

Addendum No. 1

Revenue Contract Solicitation (RCS) AVN RCS 22-008

Rental Car Center Food, Beverage, and Retail at Phoenix Sky Harbor International Airport

QUESTIONS AND ANSWERS	
The following questions were submitted by interested Respondents and are represented as they were received.	
Q1	Will there be a fast pitch event? Can we schedule one?
Answer	No, the City of Phoenix (City) does not intend to schedule a fast pitch event at this time. Respondents will be responsible to conduct outreach in accordance with the RCS requirements. Respondents' outreach efforts are not restricted to companies registered with the City; however, Respondents can visit the following Arizona Small Business Directories for information on certified small businesses: ACDBE or DBE Certified and SBC Firms: https://utracs.azdot.gov SBE (City of Phoenix) Certified Firms: https://phoenix.diversitycompliance.com
Q2	Can we emphasize no one going in the back of house?
Answer	The Rental Car Center (RCC) is open to the public and interested parties may visit if they chose; however, there is a current concession operating on the premises serving customers. Access to the premises back-of-house and questions to the concession's staff and managers are prohibited.
Q3	If people walk in back will they be disqualified?
Answer	No, people that walk into the premises back-of-house will not be disqualified; however, they will be subject to security measures associated with trespassing into non-public areas of the Airport.
Q4	Question regarding personal net worth – business value is excluded from that correct?
Answer	Yes, business value is excluded from personal net worth.
Q5	Are you looking for National or Local concepts? If you bid one and not the other will you be deducted points or gain additional points.
Answer	The City desires a concept that reflects the region, addresses RCC consumer needs and preferences, and reflects current trends over the term of the lease. See Section I (I). Respondents may propose a national name brand and/or local/regional concept as they deem appropriate to meet the City's request and provide services in compliance

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	with the RCS and the draft Lease. Responses will be evaluated on proposed concepts including the use of national name brands, local and regional concepts, and unique conceptual attributes. See Section III (A)(1). The evaluation panel will score the Responses by consensus based on the evaluation criteria. See Section IV (B).
Q6	Will concepts be deducted points if there is deviating from the design plans?
Answer	Respondents are responsible for proposing designs and operations in compliance with all requirements in the Draft Lease (Exhibit 1) and the Tenant Design Criteria (Exhibit 10). The evaluation panel will score the Responses by consensus based on the evaluation criteria. See Section IV (B).
Q7	Will concepts receive additional points or be deducted for proposing a greater MAG than what's outlined in the small business RCS?
Answer	Respondents are not required to propose the Minimum Annual Guarantee (MAG). The first year MAG will be set at \$40,000 or 10% of gross sales, whichever is greater. See Section II (G). Responses will be evaluated on projected annual and aggregate (total lease term) gross sales and rent revenues for the concessions space during the lease term and on the assumptions in support of the gross sales and Pro Forma financial projections. See Section III(A)(5).
Q8	Will concepts receive additional points for proposing a greater Sales Projections?
Answer	Responses will be evaluated on projected annual and aggregate (total lease term) gross sales and rent revenues for the concessions space during the lease term and on the assumptions in support of the gross sales and Pro Forma financial projections. See Section III(A)(5).
Q9	Will concepts receive additional points for proposing a greater buildout investment amount?
Answer	Responses will be evaluated on the proposed capital investment. See Section III(A)(2).

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