

# City of Albuquerque

## Request for Proposals

Solicitation Number: RFP2008-003-SB

Addendum 1

Design, Develop, and Operate Food & Beverage Concessions  
at the Albuquerque International Sunport



Proposal Due Date:

November 15, 2007: NLT 4:00 p.m. (local time)

*The time and date proposals are due shall be strictly observed*

City of Albuquerque Department of Finance & Administrative Services  
Purchasing Division  
September 24, 2007

Included in this addendum are:

- Questions submitted before, at, and after the mandatory pre-proposal meeting.
- Scanned copy of the mandatory pre-proposal meeting sign-in sheet.

Questions about this addendum or the solicitation should be directed in writing to:

Suzanne Boehland  
Purchasing Program Specialist

sboehland@cabq.gov  
Fax: (505) 768-3355

The following questions were asked at the mandatory pre-proposal meeting for the above mentioned solicitation.

1. Please clarify the location and any associated costs with office and support space for this proposal?
  - With approval from City, Concessionaires may use a small portion of their concession locations for office areas, however, it is anticipated that the majority of office areas and all of the support space will be located at ramp level. City will charge a square foot cost for office and support space in the range of \$14.00 per square foot.
2. Are CAD drawings or electronic files available for the existing spaces under consideration?
  - CAD drawings and electronic files will be provided to the selected Concessionaires.
3. Are there shared tenant services for telecommunication/data networking? For example, centralized intra-terminal and inter-terminal fiber optic infrastructure available for tenant use. If so what are the specifications and terms?
  - Currently there are no shared tenant services available at the Airport. The City is developing a telecommunications/data master plan that may include such services in the future.
4. What are the Airport Authority's specifications/regulations regarding telecommunications/data network cabling?
  - City will work with the selected Concessionaires to establish points of connection for telecommunications/data networks. City will designate cable routing in Airport cable trays.
5. What are the Airport Authority's specifications/regulations regarding tenant wireless solutions such as dish antennas and wireless access points?
  - Due to minimal bandwidth, currently the Airport will not allow wireless telecommunications/data networking. The City is developing a telecommunications/data master plan that may include such services in the future. To the extent that dish antennas would not interfere with the City's wireless service, such antennas may be allowed.
6. Are there schematics of airport network pathways (available cable trays, telecommunication closets, horizontal and vertical raceways) available for tenant use?
  - See number 2 and number 4 above.
7. Please clarify Attachment D, page 4 of 34 – General Storefront Criteria, items 1 and 2.
  - 7.1. 1b states that closure “systems” shall be provided by the concessionaire. Are roll down & horizontal gates allowable, or are the 8’ high sliding glass doors required at every concession storefront. Item 2d refers to roll down grilles but does not mention horizontal grilles.
  - 7.2. Note: If required, the 8’ high rolling glass doors would drastically reduce the available portal opening heights at some of the existing concession frontages and impede overhead menu visibility.
    - If a Concession Location requires complete separation from the adjacent concourse, a full closure system using the rolling glass doors would be required. However, if only the counter area needs to be secured, approved roll down counter shutters can be used. No “bar and chain” roll down grilles will be approved.

8. Please clarify Attachment D, page 5 of 34 – Item 1 Signage Requirements.
  - 8.1. Define specifically the meaning of “signage board” to be provided by the City. Is the signage board an available area to mount a sign on or is it the actual sign itself?
    - It is a structurally supported sign board supplied by City, on to which Concessionaire must mount its approved Concession Location signage.
  - 8.2. Is it the City’s intent to have all new concession signs match the retail signs?
    - Only to the extent that the City supplied sign boards must be used by Concessionaire to mount its approved Concession Location signage.
9. The RFP states that green building materials are encouraged. Please clarify specifically any mandated requirements to build green; otherwise we must know that a concessionaire will not be penalized if their choice of materials is not certified as green.
  - The selected Concessionaire’s architects and engineers must incorporate elements of green construction into each Concession Location build-out. Most architects and engineers are aware of green construction practices, however, the City’s design review committee will work with the architects and engineers to explore all available opportunities to employ such construction practices. There are no penalties as such, however, all architectural and engineering designs must receive approval from the design review committee.
10. Will new or renewed concessionaires be allowed to salvage useable portions of the existing lease spaces vs. completely gutting the spaces unnecessarily? This could account for some green recycling credits.
  - The City will consider such requests on a case-by-case basis; however, the minimum initial capital investment requirement will still apply.
11. Will digital menu boards be allowed?
  - It is anticipated that no digital menu boards will be allowed, however, Concessionaire may submit their request to the design review committee.
12. Once a contract has been awarded, will the City provide the Architects and Engineers with complete and comprehensive plans for the spaces and their infrastructure? Does the City have available CAD files on the building shells?
  - Yes, the City will provide CAD drawings.
13. Who will be the City’s structural engineer that will approve all new load impositions?
  - All load calculations must be provided to City by Concessionaire’s structural engineer, and such calculations will be reviewed by City’s structural engineer.
14. Once a contract has been awarded, will the Architects and Engineers be allowed complete access to the existing lease spaces and their ceiling voids prior to the existing tenants vacating the spaces?
  - Access will be provided with strict limitations in order to minimize disruption of the current Concessionaire’s operations.

15. Will the lease areas be calculated in accordance with the "BOMA" standards for lease area measurement? There appears to be some discrepancy between the available lease areas stated in the RFP and the areas graphically illustrated in the exhibits.

- When the shell space dimensions have been finalized by City, whether existing or new construction, CAD drawings will be provided and Concessionaire's architects will have access to those spaces for actual measurements.

16. Historically there have been multiple leaks in the pre-security concession kitchen areas resulting in water damage on the floor below. Please clarify who is responsible for the follow:

16.1. Initial correction of these water leaks?

- City.

16.2. Mold remediation in inaccessible places; floors, walls, ceilings?

- City.

16.3. Mold remediation in accessible places as a result of this on going problem?

- City

16.4. Correction of any structural damage as a result of the on going water damage?

- City.

17. To what extent does the City demo the existing interior finishes?

Walls  
Flooring / sub flooring  
Equipment  
Fixtures  
Ceiling  
Plumbing  
Electrical  
Gas  
Water

- In existing locations, City will typically demo ceilings, floors, HVAC systems, utilities, etc. In new construction, the locations will be in typical shell condition, i.e. framed demising walls, bare floor, utility conduit stub-outs, HVAC systems to perimeter of space.

18. Will the City be providing adequate and accessible grease receptors as part of the airport infrastructure?

- No, that will be an element of construction for Concessionaire, as applicable, depending on the individual concept of each location.

19. Will the grease receptors be located outside the building?

- Yes.

20. Will tenants be sharing the grease receptors?

- In some instances.

21. Where will the grease receptors be located?

- Ramp level.

22. Will vending machines be acceptable to provide food and beverage selections in any of the RFP locations?

- No. However, it is anticipated that an after hours vending machine program for Concourse A and Concourse B will part of Package C.

23. Will concept branded retail items be allowed; i.e. mugs, coffee beans, t-shirts, gift bags, aprons, etc.?

- Such items will be considered on a case-by-case basis; however, the offerings will be very limited.

24. Will the catering of events at the airport and in the terminal building include airport proper businesses, i.e. Eclipse Aviation, Cutter Aviation, and 7 Bar Aviation, etc.?

- Yes, provided that the food is prepared at Concessionaire's Concession Location and the revenue from such catering is included in the gross revenues.

25. In Part 6 – Agreement, page 25 of 66; 9.1.3 Hours of Operation

25.1. How many locations throughout the airport need to be open 1½ hours before the 1<sup>st</sup> flight and ½ hour after the last flight?

- Hours of operation will be determined on final approved concepts.

25.2. Will each package be required to participate in 1<sup>st</sup> open and last to close hours of operation?

- Not necessarily.

26. Will electronic files of the Word documents containing required proposal forms be made available to the Offeror?

- No, per Purchasing standard operation procedures.

27. Does the company issuing the Bid Bond need to be the same company that is issuing the Performance Bond?

- No.

28. Is Gas is available for all locations from the leased space line?

- Yes. It is anticipated that gas will be available from a central point of connection at the T-Connector.

29. For deliveries, is there is a loading dock? If, yes where?

- There is a loading dock located in the west delivery tunnel for pre-security locations. For ramp deliveries, there is currently not a loading dock.

30. Are there any restrictions for the food/beverage deliveries vendors?

- Delivery vehicles must be screened pursuant to TSA regulations and all delivery vehicles must enter the SIDA at the F-15 gate.

31. Currently parking structure is not issuing any new parking badges. Will there be badges available in future?

- No.

32. Do we need a performance bond for the construction?

- Yes. The bond must be in the full amount of the construction contract.

32.1. Also do we need a performance bond for Material?

- Yes, a Labor and Materials bond.

33. Is the City open to alternative rental rates for the operation of concessions?

- No.

34. Will bare premises be available for inspection prior to acceptance for construction?

- Yes.

35. Can vending machine options be incorporated into smaller locations?

- No.

36. How will the points for the initial minimum investment and the initial minimum monthly rent guarantee be allocated?

- On a proportionate basis, with the highest Offer receiving the maximum number of points, and each lower Offer receiving a proportionately lower number of points.

37. Seating options for locations 1 and 2 are available outside the lease area. Will the same be possible for locations 3 and 4?

- No.

38. Does the City have any specific overall design criteria or themes to which all vendors are expected to conform? i.e. for signage styles?

- No, however all designs and themes must be approved by the design review committee. It is anticipated that each Concession Location would communicate its unique identity.

39. Does City warrant drainage/water plumbing beyond the individual locations?

- Yes.

40. Do I have to bid on the complete package, example package A, if we are only interested in one of two locations within the package?

- Yes, you must propose on the complete package. For example: if you propose on Package A, you are proposing on all four (4) Concession Locations.

41. I understand that Gas connection will be available at the lease line. My question is, whether the Gas line will be available below the new Food Court area.
- No gas connection will be provided to the lease line. There will be a central point of connection below the T-Connector.
42. Is there any limit on pages for complete responses? Also are there any fonts, type size etc. restrictions?
- No to both questions.
43. In completing the Local Participation Form, are local designers, architects, and/or contractors utilized in the bidding and, ultimately, remodeling process considered "local participants"? Or, if the Offeror is a Local Participant is that the only local participant to be listed?
- Local participation refers to participation by individuals or companies located within the Albuquerque Metropolitan Area who will have direct operational responsibilities for a Concession Location.
  - The Offeror should not list themselves as a Local Participant.
44. For the Financial Information Statement, if the Offeror is a corporation is the corporate name sufficient, or is it necessary to include the name of the CEO/Owner?
- No, that information must be provided on Proposal Form 2.
45. Does the city have a roster of certified ACDBEs available to proposers?
- No, however you can access the NMDOT-Disadvantaged Business Enterprise Directory at <http://www.nmshtd.state.nm.us/dbed-public/dbed.asp>
46. Does the DBE prospect need to be certified at time of proposal submission or can be certified at time of award certification?
- No, however they cannot be listed as a DBE unless they are certified.
47. In what condition will the concession locations be when they are turned over to the new concessionaires?
- See question number 17.
48. The chart on page 19 of attachment D, shows natural gas only in location 5 of Package B. Is it possible to bring gas to other spaces if the concessionaire pays to run the gas line? If so, are any spaces precluded from having gas?
- See question number 41.
49. Please clarify the location, size and any associated costs with office and support space for this proposal?
- See question number 1

Following are the sign-up sheets from the mandatory pre-proposal conference for the above mentioned solicitation.

Mandatory Pre-Proposal Conference:  
RFP2008-003-SB "Design, Develop, and Operate Food and Beverage Concessions at the  
Albuquerque International Sunport  
Thursday, September 13, 2007 - 10:00 AM (MDT)

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Company: DNC Attn: Terry MAHLUM  
Address: 3600 Presidential Blvd Suite 201 City/State/Zip: Austin, TX 78719  
Telephone: 512 530-2900 Fax: 512 530 2907 Date: 9/13/07  
Email: tmahlum@dncinc.com

Company: DNC Attn: Stephanie Chavez  
Address: PO Box 9924 City/State/Zip: Albuquerque NM 87119  
Telephone: 505/842 4079 Fax: 505/842 6331 Date: 9/13/07  
Email: Schavez@dncinc.com

\* Main Contract  
Company: DNC Attn: Brian LACEY  
Address: 40 Fountain Plaza City/State/Zip: Buffalo, N. Y 14202  
Telephone: 716 858 5126 Fax: 716 858 5245 Date: 9/13/07  
Email: blacey@dncinc.com

Company: Fresquez Concessions Attn: Linda Fresquez  
Address: 8218 B Louisiana City/State/Zip: Albany NM 87113  
Telephone: 880-7484 Fax: 880-1015 Date: 9-13-07  
Email: LindaFres@qwest.net

Please write legibly

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Company: El Mercado del Sol Inc Attn: Ben Chavez  
Address: 701 Parkside NE City/State/Zip: Albuq 87123  
Telephone: 681-8374 Fax: 842-9342 Date: 9-13-07  
Email: Sunnymarket @ Earthlink.net

Company: Santa Fe Southwest Jewelry Attn: James Werner  
Address: 111 Lomas NW Ste 502 City/State/Zip: Albuquerque NM 87102  
Telephone: 505 265 9777 Fax: 505 265 9601 Date: 9/13/07  
Email: JPWCPA@comcast.net

Company: Dorman Breen Architects Attn: Mark Baczak  
Address: 10305 Timm Pl NW City/State/Zip: ALB, NM 87114  
Telephone: 792-8100 Fax: same Date: 9/13/07  
Email: dormanbreen-west@comcast.net

Company: Black Mesa Coffee Co Attn: Chris Christy  
Address: PO Box 9982 City/State/Zip: Alb, NM 87119  
Telephone: 505-842-4305 x5 Fax: 505-842-7082 Date: 9/13/07  
Email: cchristy@swcp.com

11/11/07  
CONTACT

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Company: Fresquez Concessions Attn: Leanny Fresquez

Address: 8218 Louisiana City/State/Zip: Albuquerque, NM

Telephone: 505-884-7481 Fax: 505-880-1015 Date: \_\_\_\_\_

Email: LFresquez@AOC.com

**\* MAIN CONTACT PERSON FOR FRESQUEZ CONC**

Company: Enchantment Concessions Attn: Justin Romero Snodgrass

Address: 3528 Camino De La Sierra NE City/State/Zip: Albuquerque, NM 87111

Telephone: 823-2284 Fax: 823-2284 Date: 9/13/07

Email: NMCABD@AOC.COM

Company: <sup>DBA NMC</sup>  
<sup>DBA Expo Concessions</sup>  
Tortilla Inc DBA GARDUÑO Attn: John Johnston

Address: 4604 Culebra Drive NE City/State/Zip: Albuquerque NM 87113

Telephone: 505-292-2982 Fax: 505-294-6108 Date: 9/13/07

Email: jjohns1000@AOC.com

Company: \_\_\_\_\_ Attn: \_\_\_\_\_

Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Date: \_\_\_\_\_

Email: \_\_\_\_\_

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Company: ASCG Attn: PAUL BROWNE  
Address: 6501 AMERICAS PKY. City/State/Zip: 87110  
Telephone: 830-8742 Fax: \_\_\_\_\_ Date: 9/13/07  
Email: PBROWNE@ASCG.COM

Company: City of ABQ/Aviation Attn: Kevin Duran  
Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_  
Telephone: 244-7715 Fax: 244-7793 Date: 9/13/07  
Email: kgduran@cabq.gov

Company: COA Attn: STERLING MAHAN  
Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_  
Telephone: (505) 244-7738 Fax: \_\_\_\_\_ Date: \_\_\_\_\_  
Email: SMAHAN@CABQ.GOV

Company: TSA Attn: George Andler  
Address: 2920-A City/State/Zip: ABQ, NM 87106  
Telephone: 269-0861 Fax: 247-4593 Date: 9/13/07  
Email: George.Andler@DHS.GOV

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(DBE)  
Company: FIRST CHOICE DFGT. Attn: DANIEL ROSADO  
Address: 6005 CORONADO <sup>Suite A</sup> City/State/Zip: ABQ, NM, 87109  
Telephone: 505 883-2074 Fax: 505 883-8155 Date: 9-13-2007  
Email: 1STCHOICE-1@MSN.COM

Company: BLACK MESA COFFEE Attn: JUDY BURKHALTER  
Address: P.O. Box 9982 City/State/Zip: ABQ NM 87119  
Telephone: 842-4305x3 Fax: 842-7089 Date: 9/13/07  
Email: judy@swcp.com

Company: SPEECHLY Const LLC. Attn: FRED SPEECHLY  
Address: P.O. Box 94910 City/State/Zip: Albuq. NM 87199  
Telephone: 505-821-0404 Fax: 505-821-2224 Date: 9/13/07  
Email: F SPEECHLY@AOL.COM

Company: Baskin Robbins Attn: WALTER SULLIVAN  
Address: 407 RIO GRANDE NW City/State/Zip: ALB, NM 87104  
Telephone: 505-480-7581 Fax: 505-242-0482 Date: ~~9~~ 9/13/07  
Email: SULNET@AOL.COM

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Company: FRESQUEZ CONC Attn: UTIM BARUA  
Address: 8218-B LOUISIANA BLVD City/State/Zip: Albu, NM 87113  
Telephone: (505) 884-7484 Fax: 880-1015 Date: 9-13-07  
Email: UMILU@MOL.COM

Company: KEVA JUICE Attn: Tug Herig  
Address: 201 3rd ST NW #480 City/State/Zip: Albuq. NM 87102  
Telephone: 242-0150 Fax: 242-2281 Date: 9/13/07  
Email: Tug @ KevaJuiceSW.COM

Company: Black mesa Coffee Co Attn: Suzi Twomey  
Address: PO Box 9982 City/State/Zip: Albuquerque NM 87119  
Telephone: 505-842-4305 Fax: 505-842-7082 Date: 9/13/2007  
Email: SUZI@SWCP.COM

Company: Yrisarri Enterprises Attn: Carol Ann Parker  
Address: PO Box 1706 City/State/Zip: Tijeras NM 87059  
Telephone: 505-286-4037 Fax: \_\_\_\_\_ Date: 9/13/2007  
Email: carlparks@gmail.com

Please write legibly

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CERTIFIED LOCAL Small BUSINESS

Company: TO-FU CORP "DBE" Attn: FRANK YU  
Address: 1847 CERRILLOS RD. City/State/Zip: SANTA FE, N.M. 87505  
Telephone: 577-5287 Fax: 988-4646 Date: 9/13/07  
Email: FRANKYU1@AOL.COM

Company: COA Aviation Attn: Jessica Dickman  
Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_  
Telephone: 244 7859 Fax: \_\_\_\_\_ Date: \_\_\_\_\_  
Email: jdickman@cabq.gov

Company: COA Aviation Attn: Chuck Brice  
Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_  
Telephone: 244-7811 Fax: 842-7050 Date: 9/13/07  
Email: cbrice@cabq.gov

Company: City of AEB - Aviation Attn: Diana Gomez  
Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_  
Telephone: 244-7714 Fax: \_\_\_\_\_ Date: 9/13/07  
Email: \_\_\_\_\_

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Company: Black Mesa Coffee Attn: Bob Hume  
Address: 5404 East Trumpet Way City/State/Zip: Albuquerque, NM 87120  
Telephone: 898-5528 Fax: \_\_\_\_\_ Date: 9/13/07  
Email: rhume11@comcast.net

Gardunos Restaurants  
Company: David Garduno Attn: \_\_\_\_\_  
Address: 6442 Colterbine NE City/State/Zip: \_\_\_\_\_  
Telephone: 2985514 Fax: 2955549 Date: 09-13-07  
Email: \_\_\_\_\_

Albuquerque Expo Concessions  
Company: David Garduno Attn: \_\_\_\_\_  
Address: 6402 Colterbine NE City/State/Zip: \_\_\_\_\_  
Telephone: 2985514 Fax: 2985549 Date: 09-13-07  
Email: \_\_\_\_\_

Company: \_\_\_\_\_ Attn: \_\_\_\_\_  
Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_  
Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Date: \_\_\_\_\_  
Email: \_\_\_\_\_

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