



Santa Barbara Airport Request for Proposals for Food & Beverage

Addendum #2

Questions Submitted by Monday, March 8, 2010

1. TERM OF AGREEMENT

I understand the initial term commences on May 26, 2010. Does the initial term mean from that date (May 26, 2010) to the end of the construction in the new terminal? Also, during this initial term does the new concessionaire take over the existing operations and operate services in the historic terminal.

(See Section 7. Business Information, B(2) Agreement Term and Supplement 1 – Proposed Agreement, Page 6, Article 6, "TERM".)

Initial Term. The Initial Term of the Lease will commence upon the date that the ordinance adopted by City Council approving the lease becomes effective and possession of the premises is turned over to the Concessionaire. During this period it is anticipated that the construction and fitting out of the premises will take place. No rent is collected during this period.

Under the terms of the Agreement of the current Concessionaire, the current operator will continue to operate the existing food and beverage locations in the old terminal until the new one is completed and open.

Primary Term. The Primary Term will commence on the date the new leased premises are open to the public and continue for a term of 10 years from the commencement of the Primary Term. Rent will also be collected from the date the premises are open to the public.

Once the new Terminal is open to the public, the current Concessionaire's agreement will expire and the facilities in the old Terminal will be closed.

2. ENPLANEMENTS FOR 2008 & 2009

Could I please get the enplanements by month, if available for the last two years? (2008 & 2009).

(See Attachment 1 & 2.)

3. OTHER CONCESSION SPACES.

The current RFP is for spaces 1 and 5. Is there a time line and/or criteria (level of enplanements etc.) for when the other spaces will be out to bid? Will the existing operator have first right of refusal: Also, have exact concepts been determined for spaces 2, 3, and 4 of the new terminal and in spaces 6-11, which are outside and in the old terminal.

SPACES 2, 3, AND 4. Spaces 2, 3, and 4 have been designated as Retail Concession spaces. They will not have water hookups, so will not be available for use as Food and Beverage sites at a later date. Site 2 is currently being bid as the primary News & Gift location. Other specialty retail locations may follow. Based on our current enplanements, the Airport estimates that our passengers can be adequately served with one pre and one post security Food and Beverage location.

SPACES 6-11. Spaces 6-11 are envisioned as possible future locations for small kiosks and are not being bid at this time. These locations will be considered after the new Terminal opens. None of them will be outfitted for full food and beverage service.

The Airport will not give first right of refusal to existing concessionaires. No specific concepts have been developed for spaces not being bid in this round of RFPs.

4. MID TERM REFURBISHMENT.

The minimum Capex Investment has been reduced to \$100 per square foot; however is the mid term refurb investment still at \$100 per square foot?

Proposer should expect to invest a minimum of half the initial investment or \$50 per square foot for the mid-term refurbishment. Proposer and Airport Staff will meet to determine those items needing repair, replacement or re-concepting. Proposer will submit a plan to the Airport detailing the proposed improvements. Based upon these negotiations, the proposed improvements will be submitted to the Airport for approval. Once the improvements have been mutually agreed upon, Proposer will provide the Airport with a construction schedule and set of "as built" plans.

5. ENVIRONMENTAL HEALTH SERVICES – LOCKERS AND CHANGING FACILITIES.

In Supplement 2 (EHS) they are requiring separate restroom and clothes changing area for employees, will these need to be included in the concession space or are they part of the general public restrooms?

Locker rooms and employee restrooms are included in the Airport's plans for use by all Terminal employees. Concessionaire will not need to provide these facilities within the concession spaces.

7. FLOORING IN KITCHEN AREAS.

In the addendum it is stated that no flooring can be placed over the polished concrete, does this apply to the kitchen space on the second floor?

Rubber or latex mats may be used for cushioning/slip prevention in the food preparation areas. However, they should be the type that lays over the existing polished concrete flooring, not affixed to the flooring with any type of adhesive.

8. ELECTRICAL RECEPTACLES.

In Addendum 1 it stated that outlets will be provided, does this apply to the kitchen and front of house equipment per the electrical plans of the spaces.

The electrical receptacles that are provided are in accordance with the plans which will be delivered under separate cover. If the plans of the Successful Proposer are received prior to installation of the receptacles as shown, the locations of the receptacles can be modified by the contractor.

Any modifications not received prior to installation by the contractor will be the responsibility of the Concessionaire. Bringing power to any interior walls or locations constructed by Concessionaire or not shown on the plans will be the responsibility of Concessionaire.

9. DRYWALL.

In Addendum 1 it is stated that drywall will be provided, does this apply also to the walls that are designed within the space?

Drywall is provided in accordance with the plans which will be delivered under separate cover. Any additional drywall for interior walls or partitions will be the responsibility of Concessionaire.

10. UTILITIES.

Are all utilities for each space separately metered or is there a pro-rated share for trash removal and utilities? If so, how is it determined?

Electricity will be submetered and billed directly to Concessionaire. Concessionaire will be expected to participate in the Terminal recycling program, including the disposal of food scraps. One dumpster will be provided for Concessionaire's exclusive use at Concessionaire expense. If feasible, water will also be submetered. All other utilities, including recycling bins, will be prorated based upon the total square footage occupied by the food and beverage concessions compared to the total square footage of the Terminal. The cost of the usage will be divided accordingly.

**Santa Barbara Airport Enplane and Deplane Count
2008**

Month	Allegiant Deplane		Allegiant Enplaned		American Eagle Deplane		American Eagle Enplane		ExpressJet Deplane		ExpressJet Enplaned		Horizon Deplane		Horizon Enplane		SkyWest (Delta) Deplane		SkyWest (Delta) Enplane		SkyWest (United) Deplane		SkyWest (United) Enplane		USAirways Deplane		USAirways Enplane		Total Deplane		Total Enplaned		Grand Total	
	In	Out	In	Out	In	Out	In	Out	In	Out	In	Out	In	Out	In	Out	In	Out	In	Out	In	Out	In	Out	In	Out	In	Out	In	Out	In	Out	In	Out
Jan	0		0		5,092		5,240		2,784		2,705		2,729		2,746		2,007		1,600		11,724		11,136		7,031		6,341		31,367		29,768		61,135	
Feb	0		0		4,935		5,269		2,714		2,874		2,786		2,820		1,690		1,697		11,593		11,958		6,477		6,478		30,195		31,096		61,291	
Mar	0		0		5,558		6,291		3,506		3,686		3,549		3,626		2,146		2,179		13,707		14,629		5,734		6,582		34,200		36,993		71,193	
Apr	0		0		5,308		5,594		3,483		3,211		3,226		3,312		2,156		2,042		13,622		13,608		6,563		6,430		34,358		34,197		68,555	
May	331		462		5,768		6,201		3,773		3,761		3,183		3,376		2,175		2,162		13,779		14,497		7,152		7,005		36,161		37,464		73,625	
June	1,546		1,467		5,802		6,315		3,535		3,446		3,110		3,259		2,310		2,426		13,312		13,747		7,665		7,875		37,280		38,535		75,815	
July	1,491		1,459		6,211		6,422		3,481		3,486		3,580		3,482		2,485		2,472		14,323		14,068		9,202		8,781		40,773		40,170		80,943	
Aug	1,424		1,356		6,224		6,789		3,374		3,364		3,553		3,578		2,557		2,553		13,684		13,605		7,933		8,216		38,749		39,461		78,210	
Sept	875		841		5,695		5,786		90		93		3,455		3,324		2,417		2,348		12,640		13,027		6,540		6,445		31,712		31,864		63,576	
Oct	861		904		5,714		5,755		0		0		3,381		3,318		2,538		2,533		13,783		14,066		6,483		6,282		32,760		32,858		65,618	
Nov	1,012		870		6,133		6,244		0		0		3,485		3,572		2,332		2,309		10,892		11,431		6,101		6,199		29,955		30,825		60,580	
Dec	699		804		6,429		7,142		0		0		3,586		3,941		2,113		2,532		10,585		11,166		6,306		6,506		29,718		32,091		61,809	
Total Deplane	8,239		8,163		68,869		73,048		26,740		26,626		39,623		40,354		26,926		26,853		153,644		156,938		83,187		83,140		407,228		415,122		822,350	
Grand Total	16,402		16,326		141,917		146,096		53,366		53,252		79,977		80,708		53,779		53,706		310,582		313,076		166,327		166,280		822,350		838,404		1,660,754	

***NOTE: In November 2008 we had 80 Enplaned PAX and 80 Deplane for Allegiant charter
The chartered passengers have been added manually to Allegiant total enplane/deplane

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**Santa Barbara Airport Enplane and Deplane Count
2009**

Month	Allegiant		American Eagle		ExpressJet		Horizon		SkyWest (Delta)		SkyWest (United)		USAirways		Total Enplaned	Grand Total
	Deplane	Enplaned	Deplane	Enplane	Deplane	Enplaned	Deplane	Enplane	Deplane	Enplane	Deplane	Enplane	Deplane	Enplane		
Jan	816	815	6,214	5,948	0	0	3,351	3,160	1,902	1,804	10,229	9,656	6,131	5,338	28,643	55,364
Feb	860	957	5,739	5,944	0	0	3,135	3,247	1,734	1,775	9,007	9,168	5,331	5,222	25,806	52,119
Mar	1,207	1,231	5,148	5,638	0	0	3,685	3,993	2,023	2,070	11,405	12,053	5,130	5,367	28,598	58,950
Apr	1,203	1,196	6,044	5,927	0	0	3,935	4,055	2,294	2,357	11,839	11,801	5,909	5,767	31,224	62,327
May	1,184	1,238	5,883	6,031	0	0	3,905	4,128	2,249	2,412	11,824	12,235	6,282	6,249	31,327	63,620
June	1,337	1,367	5,791	6,108	0	0	4,417	4,539	2,331	2,718	14,427	15,009	5,794	5,764	34,097	69,602
July	1,509	1,485	6,217	6,367	0	0	4,283	4,645	2,632	2,664	15,103	15,215	5,976	5,648	35,720	71,744
Aug	1,522	1,489	6,310	6,316	0	0	4,528	4,648	2,505	2,555	15,089	15,170	6,058	5,847	36,012	72,037
Sept	613	625	6,255	6,804	0	0	3,787	3,732	1,974	2,046	12,615	12,685	5,890	5,901	31,134	62,927
Oct	0	0	6,444	6,811	0	0	3,778	3,644	1,834	1,876	12,580	12,568	6,339	6,209	30,975	62,083
Nov	0	0	5,836	6,043	0	0	3,897	4,001	1,796	1,872	12,387	12,121	5,637	5,703	29,553	59,293
Dec	0	0	5,539	6,411	0	0	3,813	4,087	1,732	2,090	10,947	11,421	5,169	5,455	27,200	56,664
Total Deplaned	10,251	10,403	71,420	74,348	0	0	46,514	47,879	25,006	26,239	147,452	149,102	69,646	68,470	370,289	746,730
Grand Total	20,654	145,768	0	94,393	51,245	296,554	138,116	376,441	746,730							