

**FIRST ADDENDUM
REQUEST FOR PROPOSALS
AIRPORT DISPLAY ADVERTISING CONCESSION**

January 20, 2023

PROSPECTIVE PROPOSERS:

Attached is the First Addendum to the Request For Proposals (**RFP**), dated January 2, 2023, for an Airport Display Advertising Concession at St. Louis Lambert International Airport.

This First Addendum is issued for the following reasons:

1. Answer questions from prospective Bidders (see Attachment #1); and
2. Provide the incumbent's revenue records (see Attachment #2).

Your fully complete Proposal must be submitted, with all necessary attachments, by **4:00pm, Central Standard Time, March 14, 2023**. Proposals may be submitted in the following manner:

- A. Written proposals must be addressed and delivered to:

**Robert Salarano
St. Louis Lambert International Airport
Airport Properties Division
10701 Lambert International Boulevard, MTN 2501
St. Louis, Missouri 63145**

Three (3) copies of the Proposal must be submitted. Proposals received after the due date and time, or not delivered to the designated point, will not be considered. The Proposal must be presented in a **sealed** envelope addressed to Mr. Salarano at the address provided above, with the words "**RFP FOR AIRPORT DISPLAY ADVERTISING PROGRAM**" plainly written across the left end face of the envelope. The name and address of the Proposer must also appear on the face of the envelope; OR

- B. Electronic Proposals may be addressed and sent via email to:

Robert Salarano rcsalarano@flystl.com

PROPOSER MUST SUBMIT PROPOSALS PRIOR TO THE DEADLINE NOTED ABOVE AND SHOULD REQUEST AN EMAILED CONFIRMATION OF RECEIPT FROM MR. SALARANO.

Proposals received after the due date and time, or not delivered to the designated point, will not be considered and will be returned to the Bidder unopened.

All other terms and conditions of the RFP not inconsistent with this First Addendum are unchanged and remain in full force and effect.

All inquiries regarding this RFP should be directed to the undersigned at rcsalarano@flystl.com. "RFP FOR ADVERTISING CONCESSION" should be in the email subject line. **All questions are due no later than January 26, 2023 at 4:00pm CST.**

Sincerely,



Robert C. Salarano
Airport Properties Division Manager

ATTACHMENT #1

QUESTIONS FROM PROPOSERS

QUESTIONS AND ANSWERS

Q. Are CAD drawings of public area available?

Yes. The CAD may be accessed online:

<https://files.flystl.com/index.php/s/Q9o2Pv1OttFRimm>

Prospective Proposers experiencing difficulty accessing the drawings should contact Mr. Salarano.

Q. Are the incumbent's Display Advertising Revenues available?

Yes. See Attachment #2.

ATTACHMENT #2

INCUMBENT REVENUE RECORDS

Clear Channel Display Advertising Revenue Report
2019

MONTH	GROSS STATIC REVENUE 2018	GROSS DIGITAL REVENUE 2018	PHONEBOARD GROSS 2018	TOTAL GROSS REVENUE 2018	GROSS STATIC REVENUE 2019	GROSS DIGITAL REVENUE 2019	PHONEBOARD GROSS 2019	TOTAL GROSS REVENUE 2019	AIRPORT REVENUE 2018	AIRPORT REVENUE 2019
JANUARY	\$86,121.06	\$42,071.47	\$11,743.05	\$139,935.58	\$35,188.97	\$24,915.63	\$13,648.32	\$73,752.92	\$74,372.76	\$60,416.67
FEBRUARY	\$43,037.66	\$34,516.25	\$7,677.54	\$85,231.45	\$39,077.22	\$24,108.29	\$13,495.82	\$76,681.33	\$60,416.67	\$60,416.67
MARCH	\$47,375.39	\$37,761.10	\$9,062.37	\$94,198.86	\$42,336.97	\$32,297.14	\$45,145.19	\$119,779.30	\$60,416.67	\$60,416.67
APRIL	\$50,430.75	\$52,990.37	\$11,508.54	\$114,929.66	\$37,540.24	\$31,341.58	\$13,580.76	\$82,462.58	\$60,416.67	\$60,416.67
MAY	\$55,358.47	\$38,238.49	\$11,191.37	\$104,788.33	\$39,114.37	\$35,700.82	\$13,631.02	\$88,446.21	\$60,416.67	\$60,416.67
JUNE	\$46,536.96	\$28,921.84	\$10,959.27	\$86,418.07	\$42,323.39	\$48,086.04	\$13,580.76	\$103,990.19	\$60,416.67	\$60,416.67
JULY	\$41,268.96	\$32,748.29	\$11,109.45	\$85,126.70	\$37,341.45	\$41,937.17	\$2,589.07	\$81,867.69	\$60,146.67	\$60,416.67
AUGUST	\$36,224.42	\$37,216.74	\$10,916.90	\$84,358.06	\$39,928.17	\$24,593.25	\$11,409.07	\$75,930.49	\$60,416.67	\$60,416.67
SEPTEMBER	\$37,495.42	\$23,834.22	\$10,991.68	\$72,321.32	\$38,987.43	\$41,007.28	\$11,359.38	\$91,354.09	\$60,416.67	\$60,416.67
OCTOBER	\$38,355.55	\$24,738.89	\$16,059.73	\$79,154.17	\$39,980.81	\$50,359.89	\$11,109.07	\$101,449.77	\$60,416.67	\$60,416.67
NOVEMBER	\$39,228.14	\$42,018.55	\$13,511.88	\$94,758.57	\$39,903.45	\$62,233.18	\$11,059.38	\$113,196.01	\$60,416.67	\$60,416.67
DECEMBER	\$59,736.13	\$41,354.55	\$13,561.57	\$114,652.25	\$45,974.57	\$56,377.78	\$11,109.07	\$113,461.42	\$60,416.67	\$60,416.67
TOTALS	\$581,168.91	\$436,410.76	\$138,293.35	\$1,155,873.02	\$477,697.04	\$472,958.05	\$171,716.91	\$1,122,372.00	\$738,686.13	\$725,000.04

Clear Channel Display Advertising REVENUE REPORT
2020

MONTH	GROSS STATIC REVENUE 2019	GROSS DIGITAL REVENUE 2019	PHONEBOARD GROSS 2019	TOTAL GROSS REVENUE 2019	GROSS STATIC REVENUE 2020	GROSS DIGITAL REVENUE 2020	PHONEBOARD GROSS 2020	TOTAL GROSS REVENUE 2020	AIRPORT REVENUE 2019	AIRPORT REVENUE 2020
JANUARY	\$35,188.97	\$24,915.63	\$13,648.32	\$73,752.92	\$50,533.46	\$41,009.74	\$11,126.02	\$102,669.22	\$60,416.67	\$60,416.67
FEBRUARY	\$39,077.22	\$24,108.29	\$13,495.82	\$76,681.33	\$46,519.07	\$27,228.20	\$8,935.44	\$82,682.71	\$60,416.67	\$60,416.67
MARCH	\$42,336.97	\$32,297.14	\$45,145.19	\$119,779.30	\$40,777.56	\$40,824.21	\$10,081.02	\$91,682.79	\$60,416.67	\$60,416.67
APRIL	\$37,540.24	\$31,341.58	\$13,580.76	\$82,462.58	\$36,670.94	\$32,678.77	\$10,030.76	\$79,380.47	\$60,416.67	\$60,416.67
MAY	\$39,114.37	\$35,700.82	\$13,631.02	\$88,446.21	\$36,730.50	\$26,254.13	\$9,631.02	\$75,615.65	\$60,416.67	\$60,416.67
JUNE	\$42,323.39	\$48,086.04	\$13,580.76	\$103,990.19	-\$13,634.03	\$29,706.03	\$8,210.76	\$24,282.76	\$60,416.67	\$7,807.37
JULY	\$37,341.45	\$41,937.17	\$2,589.07	\$81,867.69	\$19,715.98	\$5,518.96	\$8,904.54	\$34,139.48	\$60,416.67	\$18,489.44
AUGUST	\$39,928.17	\$24,593.25	\$11,409.07	\$75,930.49	\$36,668.91	\$18,510.31	\$9,503.04	\$64,682.26	\$60,416.67	\$34,156.99
SEPTEMBER	\$38,987.43	\$41,007.28	\$11,359.38	\$91,354.09	\$48,753.57	\$30,942.43	\$9,471.44	\$89,167.44	\$60,416.67	\$60,416.67
OCTOBER	\$39,980.81	\$50,359.89	\$11,109.07	\$101,449.77	\$48,479.19	\$36,356.28	\$9,503.04	\$94,338.51	\$60,416.67	\$60,416.67
NOVEMBER	\$39,903.45	\$62,233.18	\$11,059.38	\$113,196.01	\$33,060.67	\$11,175.34	\$7,718.58	\$51,954.59	\$60,416.67	\$60,416.67
DECEMBER	\$45,974.57	\$56,377.78	\$11,109.07	\$113,461.42	\$23,004.99	\$10,750.48	-\$993.39	\$32,762.08	\$60,416.67	\$17,606.49
TOTALS	\$477,697.04	\$472,958.05	\$171,716.91	\$1,122,372.00	\$407,280.81	\$310,954.88	\$102,122.27	\$823,357.96	\$725,000.04	\$561,393.65

Clear Channel Display Advertising Revenue Report
2021

MONTH	GROSS STATIC REVENUE 2020	GROSS DIGITAL REVENUE 2020	PHONEBOARD GROSS 2020	TOTAL GROSS REVENUE 2020	GROSS STATIC REVENUE 2021	GROSS DIGITAL REVENUE 2021	PHONEBOARD GROSS 2021	TOTAL GROSS REVENUE 2021	AIRPORT REVENUE 2020	AIRPORT REVENUE 2021
JANUARY	\$50,533.46	\$41,009.74	\$11,126.02	\$102,669.22	\$29,304.26	\$1,457.84	\$8,493.40	\$39,255.50	\$60,416.67	\$60,416.67
FEBRUARY	\$46,519.07	\$27,228.20	\$8,935.44	\$82,682.71	\$26,819.16	\$9,693.89	\$8,372.82	\$44,885.87	\$60,416.67	\$60,416.67
MARCH	\$40,777.56	\$40,824.21	\$10,081.02	\$91,682.79	\$9,256.19	\$10,292.17	\$5,643.39	\$25,191.75	\$60,416.67	\$60,416.67
APRIL	\$36,670.94	\$32,678.77	\$10,030.76	\$79,380.47	\$25,412.10	\$6,818.93	\$7,483.21	\$39,714.24	\$60,416.67	\$60,416.67
MAY	\$36,730.50	\$26,254.13	\$9,631.02	\$75,615.65	\$26,299.47	\$12,665.18	\$6,900.08	\$45,864.73	\$60,416.67	\$60,416.67
JUNE	\$13,634.03	\$29,706.03	\$8,210.76	\$24,282.76	\$27,957.61	\$14,324.86	\$7,407.16	\$49,689.63	\$7,807.37	\$60,414.67
JULY	\$19,715.98	\$5,518.96	\$8,904.54	\$34,139.48	\$38,806.51	\$10,070.09	\$7,595.55	\$56,472.15	\$18,489.44	\$60,416.67
AUGUST	\$36,668.91	\$18,510.31	\$9,503.04	\$64,682.26	\$58,311.72	\$14,587.42	\$7,638.42	\$80,537.56	\$34,156.99	\$60,416.67
SEPTEMBER	\$48,753.57	\$30,942.43	\$9,471.44	\$89,167.44	\$48,246.05	\$19,296.79	\$7,621.45	\$75,164.29	\$60,416.67	\$60,416.67
OCTOBER	\$48,479.19	\$36,356.28	\$9,503.04	\$94,338.51	\$33,477.62	\$28,808.41	\$7,638.41	\$69,924.44	\$60,416.67	\$60,416.67
NOVEMBER	\$33,060.67	\$11,175.34	\$7,718.58	\$51,954.59	\$28,345.73	\$25,661.79	\$7,622.85	\$61,630.37	\$60,416.67	\$60,416.67
DECEMBER	\$23,004.99	\$10,750.48	-\$993.39	\$32,762.08	\$43,692.19	\$38,944.14	\$7,773.40	\$90,409.73	\$17,606.49	\$60,416.67
TOTALS	\$407,280.81	\$310,954.88	\$102,122.27	\$823,357.96	\$395,928.61	\$192,621.51	\$90,190.14	\$678,740.26	\$561,393.65	\$724,998.04

