



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

February 3, 2023

PROSPECTIVE PROPOSERS:

Attached is the Second Addendum to the Request For Proposals (**RFP**) for an Airport Display Advertising Concession at St. Louis Lambert International Airport.

This Second Addendum is issued to answer questions from prospective Proposers.

1. Amend Section 12.0(A) of the RFP (see below); and
2. Answer questions from prospective Proposers (see Attachment #1).

Section 12.0(A) of the RFP is hereby deleted in its entirety and replaced by the following new Section 12.0(A), requiring SIX copies of a physical submission:

“12.0 DUE DATE OF PROPOSAL

Written or Electronic Proposals will be received up until the hour of **4:00 P.M. Central Standard Time, Tuesday, March 14, 2023**. All Proposals may be submitted in one of the following ways:

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

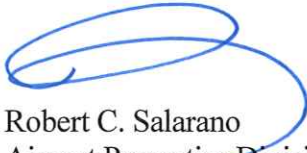
**Robert Salarano
St. Louis Lambert International Airport
Airport Properties Division
10701 Lambert International Boulevard, MTN 2501
St. Louis, Missouri 63145**

Six (6) 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”

All other terms and conditions of the RFP , as amended by the First Addendum dated January 20, 2023 and not inconsistent with this Second 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.

Sincerely,

A handwritten signature in blue ink, consisting of several overlapping loops and a long horizontal stroke that extends to the right.

Robert C. Salarano
Airport Properties Division Manager

ATTACHMENT #1

QUESTIONS FROM PROPOSERS

QUESTIONS AND ANSWERS

Q. Are any upgrades planned to airport FIDS prior to planned terminal construction?

The FIDS is currently being upgraded by Com-Net / SITA; the ability for the Display Advertising Concessionaire to continue to use the Terminal 1 upper level advertising screens has been confirmed.

Q. Are current data lines provided on the airport backbone?

Previously, the current concessionaire was able to use a VLAN on the airport's LAN; this will no longer be the case. The Concessionaire will have the ability to use existing dark 62.5 microfiber to build out their own network.

Q. Are interconnects between IDF closets currently available?

There is dark multi mode fiber connecting the IDF closets.

Q. Will the Concessionaire be required to provide auto dial phones at a redesigned RCPB center?

No.

Q. Section 8.0(H) refers to "Product Rights." Does the airport currently have any such agreements in place, or are any agreements currently contemplated?

The airport currently has no Product Right agreements in place, and no such agreements are currently in any stage of negotiation.

Q. What at the minimum attributes the airport will consider for redesigned RCPB centers?

A digital display of contact information for ground transportation / rental car entities that choose to advertise on the RCPB; no auto dial telephones will be required.

Q. Will the airport consider a longer term than seven (7) years?

Proposers should build their proposals based upon the seven (7) year term; however, alternatives for longer terms may be submitted as well and the airport reserves the right to negotiate a longer term contract with the successful proposer.

Q. Financial Statements are voluminous; is there any limitation that the airport will consider?

Proposers may limit their initial submissions to a balance sheet, subject to later request for additional data from the airport.

Q. May Proposers submit renderings, etc. on tri fold 11 x 17 paper?

Yes, subject to the requirements of the amended Section 12.0 of the RFP (requiring SIX copies)

Q. If certified ACDBE firms have been identified to perform the available functions, does the successful Concessionaire / Proposer need to continue or implement Good Faith Efforts?

Proposers must provide the scope, names, contract amounts for ACDBEs scheduled to perform work on the contract. BDD will verify information listed for all ACDBEs, request to review proposals submitted to Proposers, etc. If Proposers are unable to meet the ACDBE goal they must perform Good Faith Efforts.

Q. Will fees paid by the Prime to certified ACDBE firms providing commercially useful functions (including Goods and Services, as defined by the FAA) count towards ACDBE utilization goals?

Yes, the fees will count so long as the firms are certified ACDBE firms.

Q. Is segmenting work scope for ACDBE utilization required?

No. Proposers can meet the goals with certified ACDBEs within the contract scope; while segmenting can show Good Faith Efforts, it is not a specific requirement.

Q. The current Reservation Phone Center Boards include TTY and auto dial land lines. Must these same provisions be made for the re designed Reservation Phone Center Boards?

No auto dial telephones or land lines are required for the redesigned phone boards; however, they must be ADA compliant.

The TTY component is subject to ADA, and will not otherwise be required.

Q. Will demolition and replacement / repurposing of the current Reservation Phone Center Boards be at the expense of the Concessionaire?

Yes.

Q. Is current concession revenue data available to include December 2022?

Yes. The updated report is attached.

