



LAMBERT-ST. LOUIS
INTERNATIONAL AIRPORT®

Rhonda Hamm-Niebruegge
Director



Francis G. Slay
Mayor
City of St. Louis

**FIRST ADDENDUM
SOLICITATION FOR BIDS
COMMON USE CLUB CONCESSION**

November 22, 2016

PROSPECTIVE BIDDERS:

Attached is the First Addendum to the Solicitation for Bids (**SFB**), dated November 14, 2016, for a Common Use Club Concession at Lambert-St. Louis International Airport®.

This First Addendum is issued for the following reasons:

1. Answer questions from prospective Bidders (see Attachment #1);
2. "Instructions To Bidders" Section 10, entitled "Pre Bid Meeting and Tour" is hereby deleted in its entirety and replaced it with the following new Section 10 (changing the date of the Pre Bid Meeting and Tour):

"10. PRE-BID MEETING AND TOUR

The Airport has scheduled a Pre-Bid Meeting on **December 14, 2016, 1:00 P.M., LOCAL TIME**, in the Airport Properties Conference Room, MTN-2450, Terminal 1, Lambert- St. Louis International Airport®. Airport staff will discuss the SFB at the Pre-Bid Meeting.

Following the meeting, the Airport staff will conduct a tour of the Airport and the offered location (see Section 11 entitled "Pre-Bid Meeting and Tour Security Procedures" of the Instructions To Bidders).

The City requests that interested parties advise the Airport of their intention to attend the Pre-Bid Meeting and tour. To register for the Pre-Bid Meeting, complete and fax or e-mail the Registration Form ("**ATTACHMENT 13**") no later than **5:00 P.M., LOCAL TIME, December 12, 2016** to:

Sarah Mosley
Executive Secretary
Fax: (314) 426-8076
E-Mail: slmosley@flystl.com

Responses to any questions, either received in writing or posed at the Pre-Bid Meeting, will be published as an addendum to this SFB. Any addendum to this SFB resulting from

the Pre-Bid Meeting will be posted on the Airport's website provided below and distributed to all who attend the Pre-Bid Meeting.

<http://www.flystl.com/BusinessOpportunities/ConcessionsContractOpportunities.aspx>,

Bidders requiring additional information concerning the Pre-Bid Meeting should contact Robert C. Salarano, Airport Properties Division Manager, at rcsalarano@flystl.com or (314) 426-8178.

The City **will not** be responsible for any oral instructions given or any information supplied with regard to the completion and submission of any Bid that is not contained in this SFB document or any future addenda to this SFB."

3. "Instructions To Bidders" Section 12, entitled "Questions" is hereby deleted in its entirety and replaced it with the following new Section 12 (extending the deadline for Questions and requests for revisions):

"12. QUESTIONS

Should the Bidder find a discrepancy in or omission from the INSTRUCTIONS TO BIDDERS, APPENDICES "A" or "B" or the Attachments and/or Exhibits to this SFB, or should the Bidder be in doubt as to their meaning, the Bidder shall notify:

Robert C. Salarano
Airport Properties Division Manager
Lambert-St. Louis International Airport®
10701 Lambert International Boulevard
MTN 2501
St. Louis, Missouri 63145

E-mail inquiries are encouraged and must be addressed to rcsalarano@flystl.com.

All questions must be received, **in writing**, prior to **5:00 P.M., December 22, 2016**. The Airport Properties Division will issue answers as written addenda to the SFB. All addendums to this SFB will be posted on the Airport's website provided below and distributed to all who attended the Pre-Bid Meeting.

<http://www.flystl.com/BusinessOpportunities/ConcessionsContractOpportunities.aspx>

The City is not responsible for any oral instructions or comments.

Note: The City will consider revisions to the business terms and conditions outlined in the sample agreement. Bidders are advised that any questions or requests for revisions must be sent in writing as provided for in Section 7 entitled "The Concession Agreement" and Section 12 entitled "Questions" of this SFB."

4. Provide prospective Bidders with a copy of the Interested Parties List (see Attachment #2).
5. Article V, Subsection 504(e) of the Sample Agreement is hereby deleted in its entirety. The requirement to submit an Audited Report of Gross Receipts will **not** be waived.

Your fully complete Bid must be submitted, with all necessary attachments, by **2:00 P.M., LOCAL TIME, February 7, 2017**. An original and five (5) fully complete copies of your Bid must be submitted in a sealed envelope, addressed to:

Airport Properties Department
Lambert-St. Louis International Airport®
Terminal 1, Room MTN-2501
10701 Lambert International Boulevard
St. Louis, Missouri, 63145

The words "**BID FOR COMMON USE CLUB CONCESSION**" must be plainly written across the left-end face of the envelope. The name and address of the Bidder must also appear on the face of the envelope.

Bids will be publicly opened and read immediately following the 2:00 P.M. deadline.

Bids 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 SFB not inconsistent with this First Addendum are unchanged and remain in full force and effect.

All inquiries regarding this SFB should be directed to the undersigned at (314) 426-8178 (rcsalarano@flystl.com).

Sincerely,



Robert C. Salarano
Airport Properties Division Manager

ATTACHMENT #1

QUESTIONS FROM BIDDERS

QUESTIONS AND ANSWERS

Q. Will the City consider changes to the business terms and conditions contained in the Solicitation For Bid and its attached Sample Agreement (e.g. Percentage Fee amounts, Term of concession, Initial Minimum Investment)?

A. Yes, the City will consider changes to any of the business terms and conditions of the concession opportunity. Such changes must be requested in writing by the deadline set in in Section 12 of the SFB.

Q. Will the City consider allowing the Concessionaire to offer limited “concierge” services to non Club patrons (such as item safekeeping)?

A. Yes.

ATTACHMENT #2

INTERESTED PARTIES LIST

INTERESTED PARTIES LIST, COMMON USE AIRPORT CLUB CONCESSION

Scott Hutchison
AIRSPACE LOUNGE
Company address: 45025 Aviation Dr #350 Dulles, VA 20166
shutch@airspacelounge.com

Anthony Tangorra
Vice President Commercial
315 Madison Avenue
3rd Floor Suite 3016
New York, NY 10017
(m) 281.546.8679

Host International
- Food and Beverage Concession Agreement
Bryan Loden, Senior Director of Business Dev.
Host International
6905 Rockledge Dr.
Bethesda, MD 20817-1109
(240) 694-4688; Cell: (443) 745-4988
Bryan.loden@hmshost.com

Matt Kruszynski
Matt.m.kruszynski@hmshost.com

OHM Concession Group, LLC
-Concession Agreement
Pasta House / Schlafly
Milan Patel, CEO
10812 St. Charles Rock Road
St. Ann, MO 63074
(314) 209-9200; Fax: (314) 209-9201
milan@ohmgroup.com

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Lansdowne, VA 20176

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Airport Business Development
5301 Blue Lagoon Drive Suite 690,
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WESTFIELD REALTY
airportretail@westfield.com

LOUNGE CLUB
info.dallas@loungeclub.com

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