



LAMBERT-ST. LOUIS
INTERNATIONAL AIRPORT®

Rhonda Hamm-Niebruegge
Director



Francis G. Slay
Mayor
City of St. Louis

SECOND ADDENDUM
SOLICITATION FOR BIDS
COMMON USE CLUB CONCESSION

December 16, 2016

PROSPECTIVE BIDDERS:

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

This Second Addendum is issued for the following reasons:

1. Answer Questions from prospective Bidders (see Attachment #1);
2. Provide prospective Bidders with a copy of the Pre Bid Sign In Sheet (see Attachment #2);
3. Provide prospective Bidders with a "Current Bid Schedule" (see Attachment #3);
4. "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., January 20, 2017**. 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."

5. "Instructions To Bidders" Section 3(Q) and Section 303 of the Sample Agreement, both pertaining to "Product Rights" are deleted in their entirety;
6. "Instructions To Bidders" Section 8(D) is hereby amended by EXTENDING the deadline for submission of Attachment #2 to the SFB (ACDBE Joint Venture Forms) to **5:00 P.M. LOCAL TIME, February 17, 2017.**
7. "Instructions To Bidders" Section 9 entitled "The Bid" is hereby deleted in its entirety and replaced with the following new Section 9:

"9. THE BID

The Bid document is attached hereto as **APPENDIX "A"**. An original and five (5) fully complete copies of the Bid and ATTACHMENTS 3, 4, 5, 6, 7, and 8, marked as such, must be deposited 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 AIRPORT 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 must be received by **2:00 P.M., LOCAL TIME, March 7, 2017.**

Bids will be publicly opened and the bid item 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.

Bids may not be conditioned in any manner. Any conditional Bid or any Bid with erasures, alterations or alternatives may be rejected. Incomplete Bids, Bids not submitted on the Bid forms provided herewith, or Bids submitted on altered Bid forms may be rejected (see Section 14 entitled "Right to Reject Bids" of Instructions To Bidders). The Bid will become the property of the City upon receipt. The City shall have the right to use or dispose of each Bid in any manner without payment or liability of any kind whatsoever.

In order to be considered responsive to this SFB, the Bidder is required to complete, execute, have notarized and submit the Bid in full, pages A-1 through A-15 as written and all required attachments; and provide the additional information required in **APPENDIX "A"**, Section 4 entitled "Information To Be Submitted By Bidder" as addenda to the Bid.

The Bid **must be** accompanied by a **Bid Bond** in the form of a cashier's check drawn on a commercial bank in the amount of **Five Thousand Dollars (\$5,000)** payable to the City of St. Louis or a standard commercial guaranty bond to the City of St. Louis, written by a surety company authorized to do business in Missouri having a "Best" key rating of not less than A and a "Best" Financial Size Category of not less than Class VIII for a penalty amount equal to the Bid Bond amount; and shown on the most recent **U.S. Treasury Circular No. 570** as having an "underwriting limitation" of not less than the Bid Bond amount (see Section 1 of the Bid).

The Bid Bond must provide as its condition that the principal, as bidder, having been notified of being selected as the successful Bidder, will, within fifteen (15) days of such notification and prior to presentation to the Airport Commission, enter into and execute the Agreement and provide the Performance and Payment Bond and certificate of insurance in the amount and form required by Section 506 and Article IX of the Agreement and any other documents required by the City. **The City will not recommend a Bidder to the Airport Commission without these documents.**

The enclosed Proposal to Bond Form must also be completed as part of the Bid (see APPENDIX A, entitled "Bid", Page A-13 entitled "Proposal to Bond" and Article V, Section 506 entitled "Performance and Payment Bond" of the Agreement). The City reserves the right to thoroughly investigate the financial status, experience and record of the Bidder and the City reserves the right to reject any and/or all Bids."

Your fully complete Bid must be submitted, with all necessary attachments, by **2:00 P.M., LOCAL TIME, March 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.

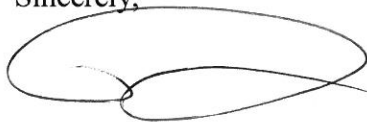
Bids will be publicly opened and read immediately following the 2:00 P.M. deadline.

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 as amended by the First Addendum not inconsistent with this Second 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,

A handwritten signature in black ink, appearing to read 'Robert C. Salarano', enclosed within a large, loopy oval shape.

Robert C. Salarano
Airport Properties Division Manager

ATTACHMENT #1

QUESTIONS FROM BIDDERS

QUESTIONS AND ANSWERS

Q. Will the City make current drawings of the Premises available?

A. Yes, the City has posted current drawings on the internet.

www.flystl.com

Business Opportunities

Concessions

“Existing Improvements”

ATTACHMENT #2

PRE BID SIGN IN SHEET

Common Use Club Concession

December 14, 2016

NAME	ORGANIZATION	PHONE	EMAIL
WILLIAM DAVID ARRELL SEARCHY	CD/Global Concessions	404-643-9747	DBSEARCY@Comg1.com
FIRST BELCIT	TAV America Operation Services	203-774-7097	firstbelcit@tav.aero
SHARNA COFFEY	CLOSET CONCERGE, INC.	314 401 4898	sho.coffey@yahoo.com
GREGORY IBARRA	IBARRA Architecture	817-206 4452	gregory.ibarra@ibarrarchitecture.com
RALPH KINDER	ALD DEVELOPMENT CORP	469-467-1527	RALPH.KINDER@AIRPORTCONSTR.DALL.COM
MILAN PATEL	OHM CONcession Group	314-280-5034	mlana@ohmgroup.com
Chris Cusumano	Airport Terminal Services	314-409-3193	Ccusumano@atsstl.com
SALLY LEIBL	Airport Terminal Svcs	314 739 1900x316	sleible@atsstl.com
GRATTAY RICHARDS	Airport Lounge Development	942-535-0285	graham.richards@airportloungedev.com
HUWABO BRISON	MAG USA	646-939-8413	HUWABO.BRISON@MAGAIRPORTS.COM
LIAM GRUNDY	MAG USA	646 847 5770	liam.grundy@magairports.com
AUDREY FUJIOKA	CHESTNUT	415 846 4927	audrey@chestnutco.com

December 14, 2016

[illegible]

ATTACHMENT #3

CURRENT BID SCHEDULE

**COMMON USE CLUB CONCESSION
AT
LAMBERT- ST. LOUIS INTERNATIONAL AIRPORT
CURRENT BID SCHEDULE**

The current schedule for the bid process is provided below. This schedule is subject to change at the sole discretion of the City.

January 20, 2017	Deadline for Revisions, Questions and Interpretations Airport Properties Department Due by 5:00 P.M., Local Time
February 17, 2017	Deadline for ACDBE Joint Venture Information Documentation Airport Business Diversity Development Office Due by 5:00 P.M., Local Time
March 7, 2017	Due Date for Bids Airport Properties Department Due by 2:00 P.M., Local Time