



## **ADDENDUM NO. 1**

**This addendum consists of 3 pages**

**TO:** All Bid Packet Holders

**FROM:** Kenai Municipal Airport

**DATE:** November 20, 2024

**SUBJECT:** Airport Restaurant Concession- RFP Related Questions

**DUE DATE:** Bids Due December 5, 2024 at 4:00pm

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**Bidders must acknowledge receipt of this Addendum in the appropriate place on the Bid Form. Failure to do so may result in the disqualification or rejection of the bid.**

Note: Information in this addendum takes precedence over original information. All other provisions of the document remain unchanged.

**Plan Holder Question 1:** What are the lease terms and associated costs?

***Response:***

The lease term is March 1, 2025 – February 28, 2028 with an opportunity to extend for two successive one-year terms by mutual written consent of Owner and Concessionaire. (page 22/52 of the RFP)

Associated costs include the following:

- Monthly Percentage of Gross Receipts: Each proposer shall submit a percentage rate of 10% or greater. (page 9/52 of the RFP)
- Maintenance: Concessionaire shall pay a \$1,000 per month maintenance fee to the City. (page 9/52 of the RFP)
- Utilities: Gas, telephone communication, internet, cable, and other utilities and services incident to the Concessionaire's business. (page 9/52 of the RFP) Historical Enstar Natural Gas payments were \$4,763.95 in 2022 and \$4,735.22 in 2023. (page 7-8 of the RFP)

**Plan Holder Question 2:** Is there any direct competition at the airport?

**Response:**

This is the only café/ restaurant space at the airport. The upstairs bar/ lounge, downstairs gift shop, and two vending machines all carry light snacks.

**Plan Holder Question 3:** Do you have sales data or performance metrics from past operators?

**Response:**

Restaurant Gross Receipts (page 7/52 of the RFP)

2019 \$300,625.22

2020 \$248,969.16

2021 \$350,422.49

2022 \$423,534.63

2023 \$509,776.72

**Plan Holder Question 4:** Are there airport clearance requirements for staff or operations?

**Response:**

All airport terminal employees must fill out paperwork with Airport Administration for terminal access and vehicle parking.

**Plan Holder Question 5:** What are the expected operating hours for the restaurant?

**Response:**

Minimum of 60 hours per week, 7 days per week. (page 23 of the RFP)

**Plan Holder Question 6:** Can you provide information on annual or monthly passenger volumes?

**Response:**

Passenger Enplanements (page 7-8/52 of the RFP)

2019- 95,004

2020- 32,431

2021- 67,844

2022- 73,465

2023- 71,605

**Plan Holder Question 7:** Do you have insights on flight schedules and how they impact traffic flow?

**Response:**

Air Carriers operate flights from 4am – 12am 7 days per week and their schedules are available to look up on their websites: [www.flygrant.com](http://www.flygrant.com) and [www.kenaiaviation.com](http://www.kenaiaviation.com)

**Plan Holder Question 8:** Are beer and wine sales permitted at this location?

**Response:**

At this time the RFP for the restaurant concession is only for food and non-alcoholic beverage sales. This could change in the future.

**Plan Holder Question 9:** Does the current restaurant draw a local customer base beyond travelers?

**Response:**

Yes, both local residents and travelers frequent the restaurant, but specific records are not kept by the airport.

**Plan Holder Question 10:** Would catering, DoorDash, or Grubhub services be permissible from this location?

**Response:**

Yes, and would need to be included in the Gross Receipts.

***End of Addendum 1***