

## Questions and Answers

Questions will be accepted through November 18, 2018 at 8pm  
Please send questions to [nashvillerfp@fraport-usa.com](mailto:nashvillerfp@fraport-usa.com)

**1. Q: Will you give us expectations of what Fraport wants in their response?**

*A: The RFPs contain direction on what Fraport expects in responses, but all submissions will be considered. You should read the RFPs carefully to understand the preferences and requirements and propose what works for you and your business.*

**2. Q: Will Fraport give us sales projections for current spaces?**

*A: You should run your own sales projections based on what you know about your business. You can find enplanement information at <https://www.flynashville.com/about/Pages/airport-data.aspx>. We will provide you with 2017 average sales per square foot on the locations you seek and there is publicly available information about airport concessions sales available on the internet.*

**3. Q: Will Fraport provide Enplanement Information?**

*A: The RFP contains enplanement numbers on the Lease Plan. The enplanement numbers on the Lease Plan simply distributes today's enplanement numbers over a future fully developed concessions program. Enplanement growth could occur over the time period of the airport's expected development. Please go to <https://www.flynashville.com/about/Pages/airport-data.aspx> to see actual airport stats, trends and forecasts.*

**4. Q: Will Fraport require street pricing even from vendors that are already inside the airport?**

*A: Yes. Street pricing is an important part of each Fraport project and has been shown to grow overall sales in airport concessions programs. By reducing passenger sensitivity to premium pricing, a street pricing program encourages larger per passenger spends.*

**5. Q: Will there be opportunity for a uniform service in the airport?**

*A: We encourage you to network with the attendees of the Industry Day sessions and the RFP Workshops to determine what needs exist. Attendee lists have been distributed to our email lists.*

**6. Q: Will Fraport extend the RFP response time?**

*A: Not at this time.*

**7. Q: Is there a more detailed list of costs that we may incur doing business in the airport?**

*A: Current costs have been detailed in the RFP, however, these costs do not include your specific operational costs – e.g. hood cleaning, pest control, and other costs you incur similar to what you would incur on the street etc.*

**8. Q: Are the utilities individually metered?**

*A: Most existing spaces today are individually metered. Any spaces not individually metered will require you to install an individual meter during construction.*

**9. Q: Can you give more specifics on the CRDC?**

*A: The CRDC serves as a centralized receiving area for all concession's goods and products. Products are security screened and delivered to your store. Our third-party vendor is obligated to deliver them within four hours, however, it's common for that time period to be less. You will have direct contact with our vendor to set up delivery details. CRDC Costs are included with the RFP instructions*

**10. Q: How do we verify that we are compliant with street pricing?**

*A: You will provide prices to Fraport for your off-airport store(s) and/or pricing for specific products at 3 comparable local locations. This will be routinely monitored, up to three times a year.*

**11. Q: Is Fraport accepting bids on spaces that are not available to build out until 2023?**

*A: Yes. The current RFP is the mechanism to submit a proposal for leasing any space in the program, whether the unit will be constructed in 2019 or 2023.*

**12. Q: Can proposers select the location to do business?**

*A: Yes, however the RFP instructions contain more information about multi-site proposals (Food and Beverage) and space packages (Retail) that should be reviewed before submission.*

**13. Q: Are there dark spaces in Concourse A? How many enplanements are in Concourse A?**

*A: Yes, there are dark spaces in concourse A and these spaces are identified on the Lease Outline Drawings, specifically in the space conditions at the bottom. See question number 3 regarding enplanements.*

**14. Q: Are there more requirements in the airport for construction?**

*A: All design and construction must be approved by Fraport, the airport and the metro codes. Any Contractor not currently badged at the airport would be required to successfully complete the MNAA Security Badge process. You will NOT BE REQUIRED to use a currently badged General Contractor, or one that has done work in BNA or any airport environment, or one that has previously obtained permits from metro codes. It may be helpful to choose a contractor with experience, however, if you chose a general contractor that is not familiar with working within an airport environment, we will be happy to assist getting them up to speed.*

**15. Q: Will Fraport provide a list of preferred vendors?**

*A: Fraport does not have a list of "preferred vendors." See question 15 above regarding construction contractors.*

**16. Q: Do vendors need to have special airport insurance?**

*A: The sublease will outline the insurance requirements.*

**17. Q: How long does it take to get badged?**

*A: Approximately 2 weeks and this may vary depending upon demand. If you have questions on costs of badging and process for badging, please contact the MNAA Identification Office: 615-275-2387*

**18. Q: What hours are the contractors permitted to work?**

*A: Any work which is disruptive to the traveling passenger (loud noise, moving materials through the terminal, etc.) would be required to be completed during off-peak hours of passenger traffic (overnight). Work that does not impact passenger experience can be completed during regular business hours within the construction area of the leasehold.*

**19. Q: Does Fraport anticipate an increase in flights?**

*A: According to <https://www.flynashville.com/about/Pages/airport-data.aspx>, the passenger traffic is expected to increase. See Question 3.*

**20. Q: Are the current enplanements shown in the RFPs correct?**

*A: See Question 3.*

**21. Q: When will construction begin?**

*A: The RFPs contain a development plan that outlines the expected construction start date and opening dates by unit. You may consider starting design work several weeks in advance of construction start dates.*

**22. Q: Will some of the traffic on the C gates move to concourse D?**

*A: Currently we understand from MNAA that upon completion of Concourse D, Southwest will operate 6 gates on Concourse D. We also understand from the MNAA that the C concourse will have common use gates and gates that will be available to other airlines doing business with MNAA.*

**23. Q: Will passengers continue to be able to walk around with liquor?**

*A: Yes, as long as concessionaires follow the regulations and MNAA continues to hold an airport-wide liquor license and beer permit, passengers will be able to purchase an alcoholic beverage and leave the location of purchase. The RFP cites the additional relevant and required regulations.*

**24. Q: Should potential proposers hire a consultant to assist with a creating a response to the RFPs?**

*A: There is no requirement to hire a consultant.*

**25. Q: Does each individual operator hire their own live entertainment?**

*A: Certain spaces identified in the RFP must include live music within the leasehold. The operators of those spaces will be required to hire their own live entertainment.*

**26. Q: Are the operators required to provide their own grease traps?**

*A: Operators are required to build their locations to code.*

**27. Q: Will the operators be required to install their own vent hoods?**

*A: Operators are required to build their locations to code.*

**28. Q: Does the CRDC have refrigeration space?**

*A: Yes, the provider operating the CRDC will have refrigeration and freezer space for temperature sensitive receivables and refrigerated trucks for delivery to your space.*

**29. Q: Is it possible for existing tenants to remain in the airport if they win the bid?**

*A: Yes, all potential proponents, existing tenants and newcomers, are encouraged to participate in the RFP process.*

**30. Q: How should RFP responses be submitted to Fraport?**

*A: Responses to the RFPs may be emailed directly to [nashvillerfp@fraport-usa.com](mailto:nashvillerfp@fraport-usa.com)*

**31. Q: Will there be another workshop scheduled prior to submission deadline?**

*A: No, we will not have another workshop, but the Transition Team is available for questions you may have.*

**32. Q: Can you (or anyone on your team) share what the firm deadline date is for submitting RFPs back to you/Fraport?**

*A: The due date for both RFPs is November 21, 2018. See the RFPs.*

**33. Q: When will the RFPs for ATM and Vending be released?**

*A: We anticipate the RFPs for ATM and Vending will be released in January 2019.*

**34. Q: Please confirm whether ACDBEs must be certified upon submission?**

*A: ACDBEs do not have to be certified upon submitting a proposal. See response 11 above.*

**35. Q: On Page 6 of the RFP, it states that the F&B sales will be approximately \$80m for the entire food program. Please confirm that this figure represents the first full year of operation for all F&B locations, which would be 2024.**

*A: Yes, that is correct.*

**36. Q: Will a package be coming out for Duty Free?**

*A: No, we invite you to propose for the retail program and tell us what you think.*

**37. Q: How many businesses or people have expressed interest in BNA Concessions Program?**

*A: To date we have over 350 businesses that have expressed interest in the new BNA program*

**38. Q: What is the approximate sq. ft. of Food & Beverage? What is the approximate sq. ft. for Retail/Convenience/Service?**

*A: Once the program is fully operational, approximately 73,000 sq. ft. for F&B and approximately 39,000 sq. ft. for Retail/Convenience/Service*

**39. Q: Which gates are designated for international flights? What airlines are in each concourse?**

*A: Please visit [www.flynashville.com](http://www.flynashville.com) to obtain the latest details.*

**40. Q: Are there retail spaces not included in a package that can be bid on individually?**

*A: Yes, these are the Retail spaces not in a Package **b.01, ct.06, ct.07, a/b.05, c/d. 02b, c/d. 02a, c/d.04, t.02c, t.08, a/b.06, ps.06**. No package has a service space included.*

**41. Q: The Development Plan is missing space A/B.02. It is 5,588 sqft, can you verify whether it's for Food& Beverage or whether it is for Retail and what is the concept/category?**

*A: A/B.02 is a seating area for a food court.*

**42. Q: Are ACDBEs required to have local participation in order to qualify to submit a response?**

*A: All proposals will be seriously considered.*

**43. Q: Must ACDBEs have their certification by November 21?**

*A: See response 11 above.*

**44. Q: What are the most recent fiscal and calendar year ENP in total and by concourse?**

*A: See <https://www.flynashville.com/about/Pages/airport-data.aspx> for available information. Also see question 3.*

**45. Q: The lease plan in the RFP indicates ENP by concourse including the new Concourse D. What year are these estimates?**

A: See <https://www.flynashville.com/about/Pages/airport-data.aspx> for available information. Also see question 3.

**46. Q: Where will the international flights depart from and what percentage are they of the total ENP?**

A: See <https://www.flynashville.com/about/Pages/airport-data.aspx> for current information.

**47. Q: How many gates will be removed to accommodate the new Grand Hall area?**

A: There is more information on the BNA Vision on [www.flynashville.com](http://www.flynashville.com) (See: BNA Vision)

**48. Q: How many copies of the proposal should be submitted?**

A: No hard copies required please see question 32.

**49. Q: What is the launchpad program and what concepts is it available for? When will those opportunities be available?**

A: We will begin advertising the launchpad toward the close of 2019. For more information contact Katie Morrell at [k\\_morrell@fraport-usa.com](mailto:k_morrell@fraport-usa.com)

**50. Q: Do you want copies of the submission on a USB disc? How many copies?**

A: No. Please see response to Question 32.

**51. Q: What time on November 21, 2018 are the submissions due?**

A: 11:59pm

**52. Q: What are Nashville's street prices?**

A: See Question 4 and the RFP.

**53. Q: In case of joint venture partnership, and due to timing, do we need to submit an executed copy of the JV partnership?**

A: No. A detailed description of the joint venture is required at the time of submission. The executed copy of the partnership agreement is required at the time of the lease negotiation.

**54. Q: Not listed in the RFP, but would we need to submit legal good standing, articles of organization for both Tennessee and our home state?**

A: Yes, at the time of award.

**55. Q: Are their requirements for submission regarding font, page inches, point type, margins, page limitations?**

*A: No*

**56. Q: Are we allowed to use WeTransfer to submit our RFP response? And where shall it be sent?**

*A: See the response to question 32.*

**57. Q: Are there any restrictions on the use of “BNA”, “Nashville International Airport”, or “MNA A”?**

*A: Yes, there are restrictions on the use of these brands/names. MNA A owns the exclusive rights to the use of “MNA A”, “BNA” and “Nashville International Airport” brands/names, and no sub-tenant may use any one of these brands/names without the express written consent of MNA A.*