# Questions and Answers

1. **Q: When should the ACDBEs have their certificate?**

   *A: In order for ACDBEs to be counted, an application must be filed at the time of submission. However, an ACDBE applicant must ultimately obtain full ACDBE certification in order for the status to count toward Fraport's ACDBE requirements. All questions about ACDBE certification should be directed to Donzaleigh Powell. Her contact information and Fraport's review schedule is contained in the RFP Instructions.*

2. **Q: We understand that the Nashville airport has contemplated entering into a pouring rights agreement which would require all airport concessionaires to use common beverage products and beverage providers?**

   *A: Yes, that is correct. Entering into a pouring rights agreement is being contemplated and is an open issue for the BNA concessions program.*

3. **Q: Can you verify whether any single entity can propose over an aggregate of 12 million on the Food & Beverage RFP which represents 15% of 80 million?**

   *A: Yes. The Nashville Airport Authority may approve a local owner/operator to go beyond 15% if operating his/her own brand.*

4. **Q: Is it true that if you propose a multi-site bid on more than one food & beverage location, you must also bid on at least one location in A, B, pre-security or baggage claim?**

   *A: Yes, this is correct.*

5. **Can one entity form a separate entity with different partners to potentially win more than 15% of the total revenues?**

   *A: Yes, if:*

   - *the entity is a local owner/operator. The Nashville Airport Authority may approve a local owner/operator to go beyond 15% if operating his/her own brand.*
   - *the common entity receives less than 50% of the gross sales of the partnership or joint venture. Only ownership interests of 50% or greater of gross sales are counted towards the 15% limit.*

6. **What are the airport's hours of operation?**

   *A: Generally, stores are required to be open 90 minutes before the first flight and 30 minutes after the last flight. See https://www.flynashville.com/flights/Pages/real-time-flight-info.aspx for flight information.*

7. **Q; Are spaces a/b.01a and c/d.01 pre-security or post security locations?**

   *A: Yes, both locations are post security locations*