

ADDENDUM #2 TO
FORT WAYNE-ALLEN COUNTY AIRPORT AUTHORITY
NOTICE OF INVITATION FOR BIDS (IFB)
FOR RENTAL CAR CONCESSIONS AT FORT WAYNE INTERNATIONAL AIRPORT

Addendum Issue Date: July 27, 2017

The following addendum items have been clarified regarding the above referenced Invitation to Bids.

Where responding to a question, the question received is printed in black with the response from the Authority printed in red.

Question Received from Midwest Car Corporation

I am very concerned with the deletion of paragraph 4.8.1 - Drop in Deplanements. My understanding is that the cause of this deletion is because of the change in the bidding procedures from billing each year of five years to bidding year one only and 85% of the previous years revenue for the remaining four years, although I think 80% is to high and this process should be no more than 75% as any given concessionaire can lose substantial revenue simply by an account changing suppliers in any given year. These changes are not controllable by us as they happen at the Corporate level. Also, a one year timeline does not seem reasonable, and shouldn't be more than a quarter.

I cannot understand the correlation between the method of bidding, and substantial loss of deplanements. Either bidding method creates the same result. We ask that you consider reinstating paragraph 4.8.1 with the above suggested changes in order to provide some level of protection to the concessionaire in the event that deplanements would decrease substantially for some unknown reason going forward. This paragraph still affords the airport the 10% revenue stream, but does not penalize the concessionaire for uncontrollable events.

Answer to Question #1

After consideration, paragraph 4.8.1 remains deleted from the contract as stated in Addendum 1.