



**Addendum No. 1 - Questions and Answers
Request for Proposals
Bar Concession
Montrose Regional Airport
October 21, 2022**

Below are clarifications and answers to questions received in writing, the deadline for questions is 3 PM on October 14, 2022. A final Addendum will be published at 3 PM on October 21, 2022. Answers are in bold print.

What is the breakdown of gross revenue between the 2 Horsefly locations, and The Coffee Trader? Please provide 2021, and 2022 YTD if possible.

Note beginning of 2022 Horsefly no longer had an operating kitchen and were moved to temporary locations due to the terminal construction.

	2021 Horsefly	2022 Horsefly	2021 Coffee Trader	2022 Coffee Trader
January	\$80,173.72	\$123,550.36	\$40,794.91	\$51,379.00
February	\$107,777.20	\$144,872.12	\$17,988.56	\$44,119.16
March	\$121,611.00	\$170,298.44	\$46,887.59	\$58,820.00
April	\$33,940.00	\$31,371.29	\$11,674.60	\$16,377.52
May	\$23,850.86	\$25,671.55	\$4,741.70	\$12,371.78
June	\$64,453.10	\$50,292.58	\$24,760.80	\$25,544.30
July	\$85,507.49	\$58,181.94	\$34,751.99	\$29,973.00
August	\$81,039.43	\$55,727.64	\$28,143.23	\$29,792.98
September	\$61,405.44	\$55,946.94	\$23,309.06	\$20,813.13
October	\$55,699.80		\$19,810.50	
November	\$26,481.77		\$14,063.84	
December	\$82,192.00		\$38,841.00	
Year	\$824,131.81	\$715,912.86	\$305,767.78	\$289,190.87

Can you provide a comprehensive flight schedule for 2023, or are you able to specify required hours of operation for the bar, that will allow compliance with requirements set forth in the RFP?
No, flight schedules are negotiated on a yearly basis.

Are we permitted to sell coffee?

Yes, drip coffee only, no specialty coffees.

Are we permitted to sell grab and go food?

Yes

Have you forecasted additional enplanement numbers that will result, from the new, second-floor concourse?

Historically the airport has increased at approximately 15% each year.

Is there a forecast of total enplanement numbers for the airport, specifically for 2023, and 2024?

Historically the airport has increased at approximately 15% each year.

What other food and beverage businesses are planned for the airport? Please include second-floor concourse plans, the existing downstairs terminal, and any other food and beverage currently planned for, in future expansions.

There will be two new locations for the existing restaurant, one airside, one landside with the current terminal expansion, both will be on the first floor.

What do we need to show in the RFP as good-faith progress in procuring proper liquor licensing?

The applicant may demonstrate a good-faith believe in its ability to obtain a liquor license by affirming that it has not previously had a liquor license application denied or authorization revoked, and is not aware of any prior adverse event which would disqualify it from obtaining a liquor license if awarded this contract.

Does the applicant have to have a liquor license prior to an award? Or be able to prove that they can obtain one?

No, The applicant may demonstrate a good-faith believe in its ability to obtain a liquor license by affirming that it has not previously had a liquor license application denied or authorization revoked, and is not aware of any prior adverse event which would disqualify it from obtaining a liquor license if awarded this contract.

Does the applicant have to show proof of a history of running a successful and safe liquor-based business in Colorado? In other words do current CO state liquor license holders have any preference?

No

What are the requirements for the applicant and any employees for obtaining badges to operate in the secure zone of the airport? If background checks are required, does the applicant bear the financial burden of having those completed? How long does this process take and what is an estimated cost?

Applicant must be able to pass a 10 year criminal background check and be fingerprinted. The process after the application and open book test have been completed can take up to 7 days for a badge to be issued. The cost of the badge is \$70.00.

The timeline from award date to operation is a week. Does the County expect an applicant with no history at the airport can obtain a liquor license and get any background checks completed in 1 week?

No

The description of equipment does not include an ice machine, is there one provided or does the applicant have to provide one?

The applicant will need to provide one.

Will any of the bar finishes be able to be decided by the awarded applicant?

No

Is the sale of food required in any capacity? The state of CO requires tavern license holders to provide bar snacks and/or sandwiches, will the applicant be able to sell "cold" food items? Will business plans that included food be weighted any higher than those that don't?

Yes, bar snacks and cold sandwiches may be provided. No business plans that include food will not be weighted higher than those that don't.

Does a prior concession award by the County to an applicant affect scoring for this RFP?

No

How soon will the awarded applicant have access to the space after the award date?

As soon as the bar area construction is completed.

Will the awarded applicant be able to make non-permanent, nonstructural, decorative changes to the bar space?

All changes or decorative changes need to be submitted to the Director of Aviation for approval.

Will the permittee carry the liquor license for the entire secure area of the airport, or only the space on the second level?

Only the space on the second level.

Will business plans that emphasize State, regional, and county products and history be favorably weighted?

No

Acknowledgment of
Addendum No. 1 - Questions and Answers
Request for Proposals
Montrose Regional Airport
Bar Concession
November 30, 2022

I have received, read and understand Addendum No. 1 dated October 21, 2022.

Respondent Company Name _____

Authorized Representative Signature _____

Print Name and Title _____

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR PROPOSAL