

O'HARE * MIDWAY

INTERNATIONAL AIRPORTS

O'HARE INTERNATIONAL AIRPORT MULTIMODAL FACILITY CONCESSIONS PRE-PROPOSAL MEETING

SEPTEMBER 24, 2018



AGENDA

- I. Welcome and Introduction
 - Glen Ryniewski, Assistant Commissioner Concessions- CDA
- II. Multimodal Facility Overview
 - Robert Stuart, Assistant Commissioner Design & Construction- CDA
- III. Multimodal RFP
 - Kathleen Verret, Senior Director- Unison Retail Management
- IV. Questions and Answers
- VI. Tour





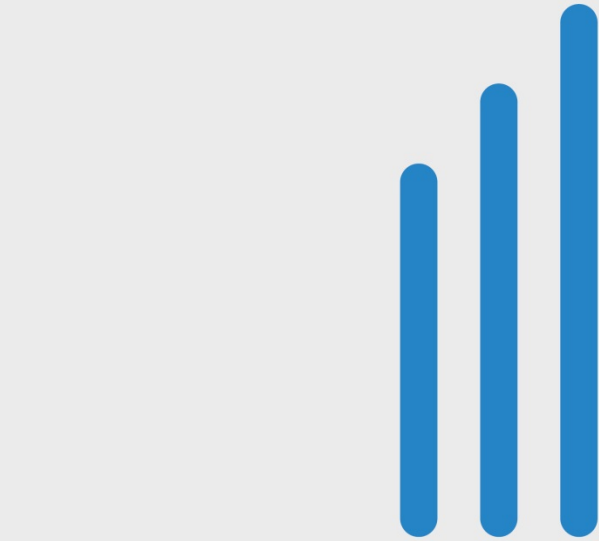
MULTIMODAL FACILITY

THE FACILITY

- The Multimodal Facility was designed to consolidate the activities of airport car rentals, regional bus traffic, hotel and parking shuttles into one facility.
- The facility is often referred to as the Joint Use Facility (JUF) and the Multimodal Facility (MMF).
- The facility comprises of five levels, first floor (Customer service lobby, bus plaza and rental car operations), second and third floor (rental car operations and ATS Station) and fourth and fifth level (Public parking).
- Extending the Automated Transit System (ATS) to the facility will create a gateway to the airport.
- The facility will also include 2,600 long term public parking spaces.
- The number of rentals is estimated at 6,500 per day

SITE PLAN





MULTIMODAL FACILITY RFP

CDA'S GOALS AND MISSION

- Provide concession services in a facility that will serve as the gateway for travelers and employees accessing the Airport
- First class service in the form of convenience, food, beverage and vending merchandise
- Provide business opportunity for Airport Concessions Disadvantaged Business Enterprises (“ACDBE”)
- Optimize concession revenues and local sales taxes

CONCESSION SCOPE

Develop a concession that offers a variety of products:

- Food offerings- deli sandwiches, breakfast sandwiches, pizza, paninis and salads are examples.
- Snack offerings- donuts, muffins, pastries, fruit, yogurt, potato chips, pretzels, popcorn, cookies, nuts, dried fruit, frozen yogurt, candies and gum are examples.
- Beverage offerings- espresso type drinks, freshly brewed coffee, tea, bottled soda, water, teas and juices are examples.
- Convenience offerings- aspirins, pain medicines, antacids, lip balms, tissue paper, newspapers, Chicago themed gifts are examples.
- Vending offerings- coffee, tea, soda, water, sandwiches, snacks, convenience items are examples.

CONCESSION TERM

CDA has proposed the following terms:

- Term of lease is seven (7) years, with two (2) one year options
- Lease space is 500 square feet (expandable to 1000 square feet during term)
- Minimum capital investment is \$300 per square foot
- Compensation is paid in the form of a license fee to CDA- the greater of the Minimum Annual Guaranteed Fee (MAG) or Percentage Fee
- CDA has established the MAG at \$75,000 per year for the first two years and then 85% of prior year's compensation
- Percentage Fee is the sum of the Percentage Fee Rates multiplied by the gross receipts for each concession category

CONCESSION TERM

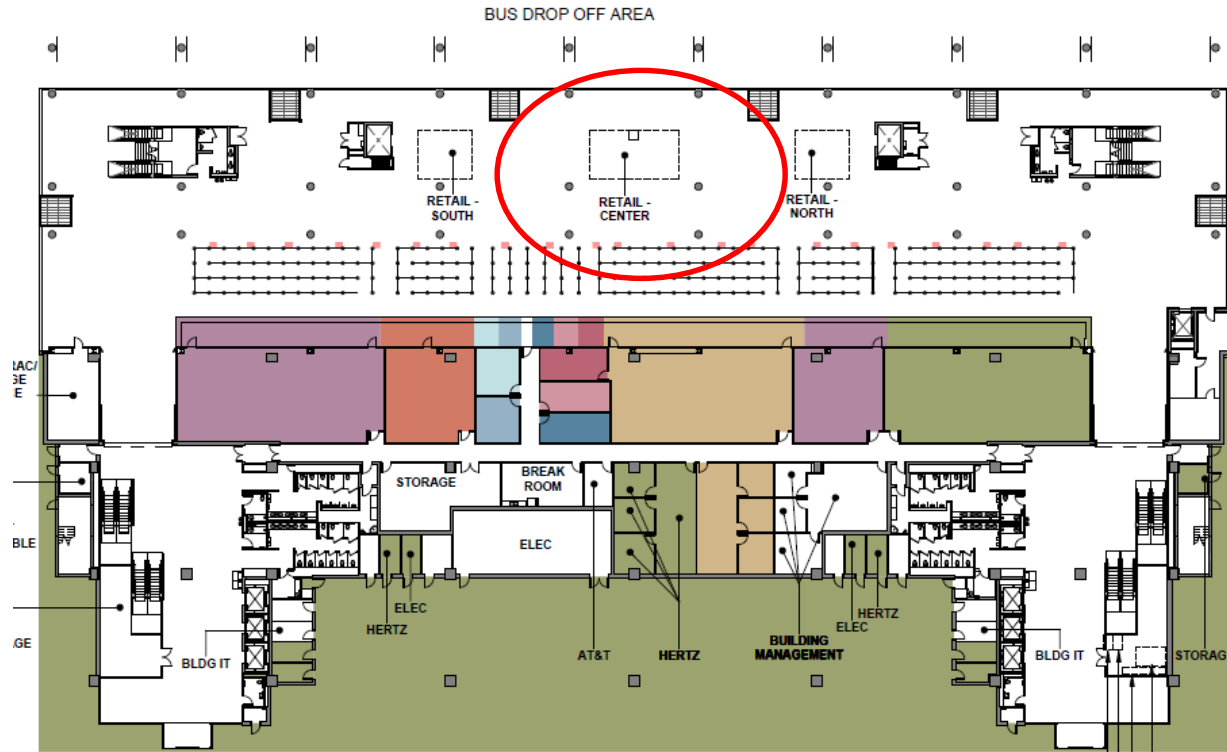
Terms continued:

- Percentage Fee to be proposed within ranges established by CDA

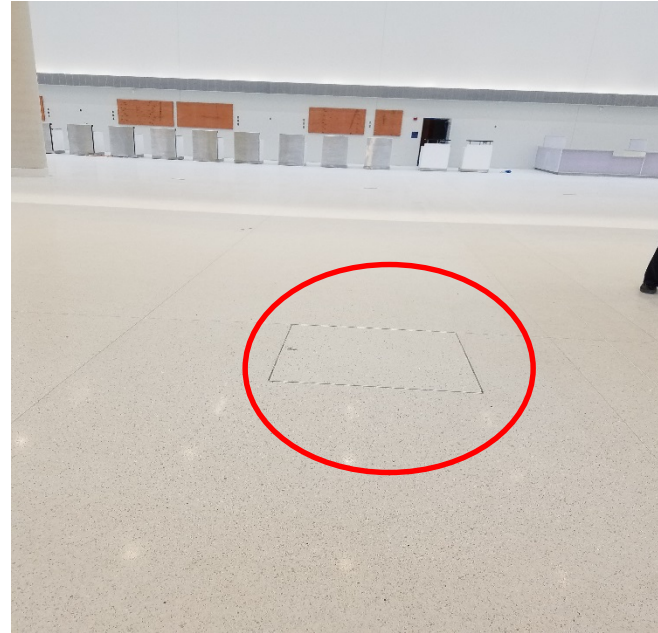
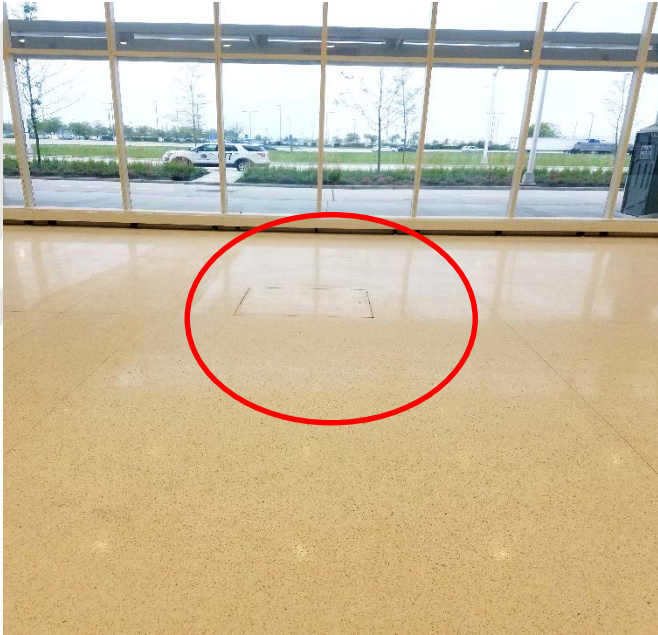
Food & Beverage	11% to 14%
News, Convenience and Gifts	12% to 15%
Automated Vending	10% to 13%

- ACDBE Participation requirement is 65%
- MBE/WBE Participation-Combined Design and Construction goal of 26% MBE and 6% WBE

CUSTOMER SERVICE LOBBY AND BUS PLAZA



CUSTOMER SERVICE LOBBY AND BUS PLAZA



CUSTOMER SERVICE LOBBY AND BUS PLAZA



SHARED STORAGE AREA



Storage space will be shared. Actual dimensions to be determined.

REGULATORY ITEMS

Proposers should ensure compliance with various regulatory requirements listed in the RFP:

- Minimum Wage - Executive Order
- City and Project Area Resident Construction Workers
- Labor Peace Agreement
- Multi-Project Labor Agreement
- Sexual Harassment Policy

MINIMUM WAGE AND RESIDENCY

- Mayor Emanuel's September 2, 2014 Executive Order No. 2014-1, mandates all airport concession contracts/agreements to contain a provision that requires every concessionaire to pay its employees the minimum wage of \$13.00 per hour, subject to escalation annually. The rate as of July 1, 2018 is \$13.80.
- City and Project Area Resident Construction Workers- Municipal code section 2-92-330 requires a minimum of 50% of the total work hours must be performed by actual residents of the City of Chicago, and 7.5% of the total work hours (which may be included in the 50%) must be performed by project area residents: residents of neighborhoods surrounding the Airport.

LABOR PEACE

Effective January 21, 2015, a Labor Peace Agreement (LPA) Ordinance was passed. A LPA is a written agreement between a concessionaire and a labor organization seeking to represent a concessionaire's employees. Municipal Code of Chicago section 10-36-210.

- The LPA extends to the concessionaire and to all of its subcontracts, sublicenses or similar agreements.
- The LPA applies to any concessionaire that employs more than 50 employees at the airports under all of its concession contracts or in aggregate at all of its global operations, employs more than 500 employees.
- The LPA excludes small businesses.
- An employee is any person employed by the concessionaire full or part time.

MULTI PROJECT LABOR

- The City has entered into the Multi-Project Labor Agreement (“PLA”) with various trades regarding projects involving construction, demolition, maintenance, rehabilitation, and/or renovation work, as described in the PLA, a copy of which may be found at:

<http://www.cityofchicago.org/dam/city/depts/dps/RulesRegulations/Multi-ProjectLaborAgreement-PLAandSignatoryUnions.pdf>

All proposers must be familiar with the requirements of the PLA and its applicability, and shall comply, and shall insure that all of its subcontractors, subtenants and sublicensees comply, in all respects with the PLA.

SEXUAL HARASSMENT POLICY

In accordance with Section 2-92-612 of the Chicago Municipal Code, the City's Policy Prohibiting Sexual Harassment requires all Proposers to attest by affidavit (in the form of the "Sexual Harassment Policy Affidavit" Exhibit attached hereto as Proposal Form M) that Proposer has a written policy prohibiting sexual harassment which includes, at a minimum, the following information: (i) the illegality of sexual harassment; (ii) the definition of sexual harassment; and (iii) the legal recourse available for victims of sexual harassment.

EVALUATION

100 points =The maximum number of points a proposal can receive.

Experience
and
Qualifications
15 points

Concept Plan
and Services
25 points

Facility Design
15 points

Management
and Operations
Plan
20 points

Compensation
25 points

PROPOSAL SUBMISSION

Proposers should submit proposals in the following manner:

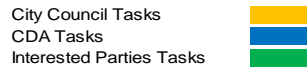
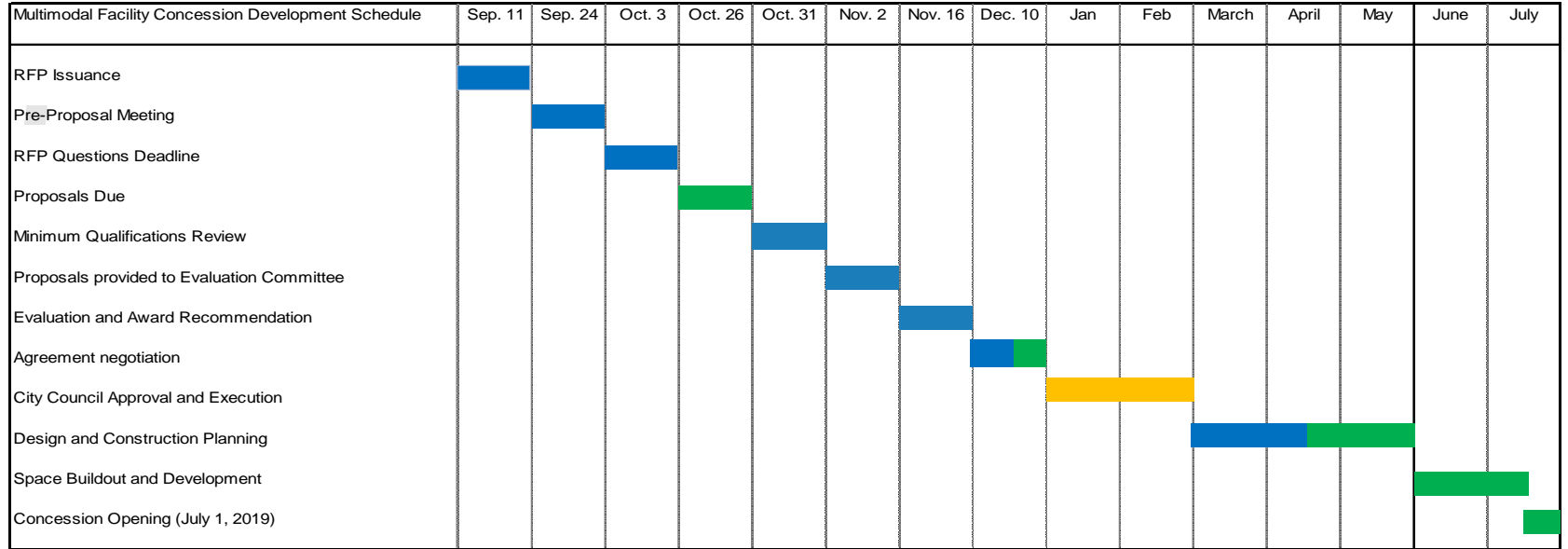
- One signed bound paper copy of the proposal
- Five USB flash drives containing the complete proposal in electronic files using portable document format (“PDF.” Please embed all fonts). The flash drives must include the proposal in two forms: 1) a single electronic file containing the entire proposal and 2) each tabulated section of the proposal as a separate electronic file.
- An electronic version of the proposal must be uploaded to secured file transfer site established by the City. The site requires a Respondent to register a specific email address to allow for the upload. Those who intend to submit a proposal, must register with the CDA at **MMFRFP2018@cityofchicago.org**. Please send an email and provide the name and email address of the person who will upload the response. Additional instructions will be sent after the registration has been received by CDA. All registrations will be confidential. Registrations will be accepted until Thursday, October 25, 2018 at **3:00 p.m. CST**. Notwithstanding the electronic registration, the Respondent must deliver a physical copy of the proposal no later than 5:00 p.m. CST on Friday, October 26, 2018 (see address in Section C, Paragraph 2 of RFP). If you have questions, you can call Joseph Crump at 773-686-3556.

RFP SCHEDULE

Scheduled Item	Scheduled Date and Time
Issue Date	September 11, 2018
Pre-Proposal Meeting	September 24, 2018, 10:00 a.m. to 12:00 p.m.
Multimodal Facility Tour	September 24, 2018 12:00 p.m. to 1:00 p.m.
Question Deadline	October 3, 2018, 5:00 pm
Due Date	October 26, 2018, 5:00 pm

CONCESSION SCHEDULE

CDA has proposed the following timeframes to support next steps (all dates are tentative):





QUESTIONS AND ANSWERS

QUESTIONS AND ANSWERS

- Questions, including those asked today, must be submitted to: MMFRFP2018@cityofchicago.org
- Web alerts will be sent to all registered parties at FlyChicago.com when questions, answers and other transaction data becomes available. Check the data room at www.flychicago.com/MMFRFP2018
- Access to data room can also be found via <https://www.flychicago.com/business/home/pages/default.aspx>



TOUR



TOURS

- A tour of the proposed concession space will be conducted after the pre-proposal meeting
- CDA is providing transportation to the facility for those interested in tour
- Hard hats and safety glasses are required.
- Sign in at the pre-proposal meeting is required.
- Tour will be limited to the concession area identified for development