

RFQ date submission extended to Monday, April 29, 2024.

* What are the two spaces marked with a red "X" in the diagram below that are within the space for Company A that are assigned to Company B?

The X marked spots are storage closets for Company B and Company C. Company A will be required per the lease to allow access to this space to company B and C.

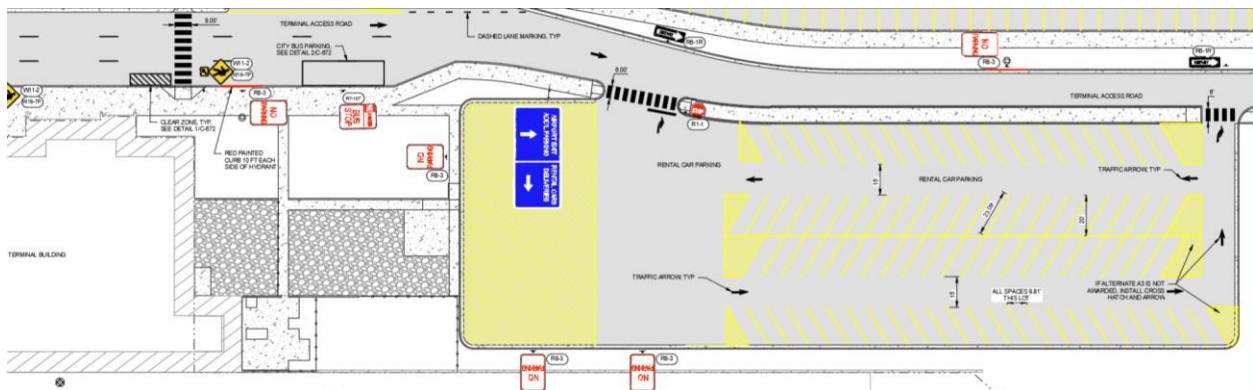
* Can you please provide us with a diagram of the new QTA/Consolidated Maintenance and Car Wash Facility, a description of the space/facilities, and an explanation on how that space will be shared/allocated?

At this time PUW does not provide QTA, Maintenance or Wash facilities on airport. There is a possibility for one and a building has been identified. It will require some modification and can be addressed in a future amendment to those entities that wish to use it.

In talking to Ryan Bergstrom, he mentioned that Tony had an idea to use a bay in this area for Rental Car detailing. You could offer that if you think it is feasible. That would help answer a few of the other questions.



* Can you please provide us with a more detailed diagram of the new ready/return space? The one that was included with the RFP only shows the location of that space relative to the terminal and other lots.



* Can you confirm the number of total ready/return parking spaces at the airport currently and how they are allocated?

Total Spaces are 90 and will be prorated based on MAG. Any additional spaces will be allocated in the existing lot of the old terminal for overflow operations as necessary on a case by case basis.

* Can you please provide clarification on the location/amount of any overflow storage that might be available?

While not currently constructed, PUW has the ability to expand the current 90 stall ready return area in the future as needed. There is existing overflow space at the old Terminal that may be used and negotiated on a case by case basis.

* Is there a specific ACDBE percentage goal that needs to be achieved at PUW and if so, is it based on goods and services or gross revenue?

PUWs ACDBE percentage goal is .012%. These are typically based on total expenditures of goods and services for rental car service operations.

* Can you please provide information on the market share and monthly revenue/transactions for each of the rental car operators at PUW for the past four years?

Addendum 2 is the market share information we are able to provide at this time.

* Please confirm whether sealed proposals should be mailed/delivered to "Pullman-Moscow Regional Airport Administration Office, 3200 Airport Complex N. Pullman WA, 99163" or "Airport Board, ATTN: Mr. Anthony Bean, Executive Director, 3200 Airport Complex North, Pullman, WA 99163".

Either of these mailed/delivered to address will be accepted.

* Addendum 2 states that submitted proposals "will be considered at a later regular meeting of the Pullman-Moscow Regional Airport Board". Do you have an anticipated date for that meeting and will it be public? If it is public, will there be an option to virtually attend?

This is no current or scheduled date for this review, but it will be shortly after (likely within 2 weeks) of SOQ submittal deadline.

* The bottom of Addendum 1 lists the new building address and boxes 1-8. It is unclear what the significance of this is and how it relates to the RFP. Can you please clarify?

At the request of RAC RFP responders, this information is provided to convey future building address in new terminal. It is for informational purposes only.

* Section C(ii) of the RFP states that the \$45/month/stall fee for the ready return "shall be paid by CFC". However, Section 4 of the operating agreement states that the concessionaire agrees to pay that fee to the Board. Please clarify whether space rent will be paid via CFC or as a separate rent charge to the concessionaire.

Section Cii shall be amended to read as follows:

The successful concessionaires will be offered ready/return parking stalls not to exceed 30 in initial selection per item K.iii in the parking lot immediately adjacent to the Terminal based on the ranking and prororation of the Minimum Annual Guarantee. The 90 total ready/return stalls shall be charged at the rate of \$45/month per stall. Stalls that are not claimed in initial selection will be first offered to the 3

selected rental car concessionaries. Remaining unclaimed stalls may be offered to off airport concessionaires or retained by the airport. Additional stalls that are used in the general public parking areas will be billed at the current publicly charged daily parking rate plus applicable fees.

* Section C(iii) of the RFP states that there will be an addendum to the agreement for any concessionaire that wishes to use the combined service facility. Can you please provide us with a copy of that addendum?

At this time PUW is not offering a Combined Service Facility. If a future facility is constructed and or modified and offered via contract amendment, this provision will be applicable.

* Section G(i) of the RFP states that “the Minimum Annual Guarantee shall be adjusted after the first year to the minimum concession fee amount paid to the airport by concessionaire during the first twelve (12) months following, June 1, 2024; provided, however, that concessions fee paid pursuant to F.i. above shall be credited to the Minimum Annual Guarantee amount to determine the balance owing for the Minimum Annual Guarantee, if any.” It is unclear what this means. Please clarify if possible.

This indicates if concession revenue is less than \$45,000 in first year, whatever concession revenue is generated per F.i. is applied to MAG. This is clarifying that all concession revenue per F.i. is applied to MAG whether or not concessionaire reaches \$45,000 in F.i. revenue in a calendar year.

* Section 8 of the Operating Agreement gives the Board the authority to reassign, reallocate, or relocate our space in the terminal. While we understand that there are circumstances when doing so may be necessary, the language in this section is impermissibly broad. Not only are there no limits on the extent to which the Board may reassign/relocate/reallocate our space, allowing it to do so in response to “changes in airport operating conditions” essentially means that such a change in space can occur for any reason. As a result, we respectfully request that the airport modify this provision to require that the airport work with us to mitigate the negative impacts of any such reassignment/reallocation/relocation of space and ensure that we always have sufficient space to effectively operate.

PUW will add language in final rental agreement indicating PUW will work with RACs as much as possible to mitigate impacts of reassignment/reallocation/relocation of space and work with all diligence to find sufficient space to effectively operate during reassignment/relocation periods should they occur.

* Section 27 of the Operating Agreement states that if commercial airlines suspend activity at PUW, rent will be abated. While abatement language is a critical part of any concession agreement, it exists to mitigate the revenue lost due to an unusually large and unexpected drop in customers. For this reason, the abatement language in most (if not all) concession agreements applies to MAG (as MAG functions as a floor to the portion of revenue that concessionaires need to pay to the airport). Consequently, we respectfully request that the airport modify this section so that MAG (not rent) will be abated). In addition, while MAG certainly should be abated if all commercial airline traffic ceases, it is unreasonable to make that the only circumstance where it would apply. Indeed, there are numerous other occurrences (including runway closures, pandemics, natural disasters, or terrorist attacks) that could cause passenger traffic to drop enough to merit MAG abatement. For this reason, we respectfully request that the airport modify this section to say that MAG will be waived if passenger deplanements decline by 15% or more for three consecutive months (compared to the same months in the previous year) and that MAG will be reinstated if the decline in deplanements is less than 15% for three consecutive months (compared to

the same months in the previous year). Language like this is not only standard, it is more straightforward, clear, and workable than the current abatement language.

Section 27 shall be amended to read as follows:

LOSS OR REDUCTION OF AIRLINE ACTIVITY (MAG). Notwithstanding any other provision of this Agreement, in the event of a suspension of activity or significant reduction of commercial airlines activity, Minimum Annual Guarantee as hereinbefore provided for shall be waived if the number of passengers deplaning on scheduled airline flights at the Airport during any three consecutive reporting months shall be less than seventy-five percent (75%) of the number of such deplaning passengers in the same consecutive reporting months of the preceding Concession Agreement Year.

* Per Addendum 1, the airport expects the existing RACs to begin their move-in transition on April 24th. This is despite the fact that the RFP states the term of the new concession agreement does not begin until June 1st. Additionally, the RFP states that counter selection order will be based on MAG amount. Given that the airport Board plans on making decisions on proposals at some point after April 22nd, this means that the existing RACs will need to move into the new space before they know which counter will be theirs for the term of the agreement. As I am sure you can understand, this is functionally impossible. For this reason, we respectfully request that: 1) the airport push the move-in transition start date back and work with the RACs that are awarded concessions to come up with a mutually agreeable and workable date for the start of that transition; and 2) push the start of the new concession agreement's term back so that it occurs after the transition process is complete.

The airport will work with the RAC's to push the start of the agreement until transition is in place and operations are functional.