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Procurement
Services

Thursdays, November 12 and 19, 2020 | 10:00 am – 5:00 pm



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WWW.CHICAGO.GOV/VENDORFAIR

2020 DPS Virtual Vendor Fair

Aviation Design & Construction Opportunities

NOVEMBER 12, 2020



CONFIDENTIAL – DRAFT – PREDECISIONAL

AGENDA

- O'Hare 21
- TAP Projects
- Professional Service Opportunities
- CIP Projects



O'Hare 21

EMERSON
CONSIDER
IT SOLVED

IT'S NEVER
BEEN DONE
BEFORE

K2

EMERSON
CONSIDER
IT SOLVED

IT'S NEVER
BEEN DONE
BEFORE

MSA&H

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CONSIDER
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IT'S NEVER
BEEN DONE
BEFORE

EMERSON
CONSIDER
IT SOLVED

WHAT IS O'HARE 21?

2018 AIRLINE USE AND LEASE AGREEMENT APPROVES \$8.5 BILLION FUNDING FOR NEW CAPITAL PROJECTS

- O'Hare 21 is an umbrella for O'Hare Capital Projects which will bring the airport into the 21st century
- It includes ongoing capital programs plus those that received approval in the AULA

✧ O ✧ HARE 21



THE O'HARE 21 DESIGN AND CONSTRUCTION TEAM IN PLACE



PROGRAM MANAGEMENT ORGANIZATIONS

Connect Chicago Alliance - DMJM Aviation Partners



ENVIRONMENTAL ASSESSMENT



FAA



O'HARE GLOBAL TERMINAL

Studio ORD team



SATELLITE CONCOURSES

SOM team



LEAD CIVIL ENGINEER

HNTB (consolidated tunnel between OGT and concourses)



CONSTRUCTION MANAGERS

AECOM Hunt Clayco Bowa JV - Austin Power Partners - Turner Paschen Aviation Partners

Many other CIP projects to be competitively bid for design and construction.

O'HARE 21 PROJECT DELIVERY WILL OCCUR IN PHASES OVER THE NEXT DECADE



Concourse L
Expansion



Terminal 5
Extension



Satellite 2



Satellite 1



O'Hare Global
Terminal



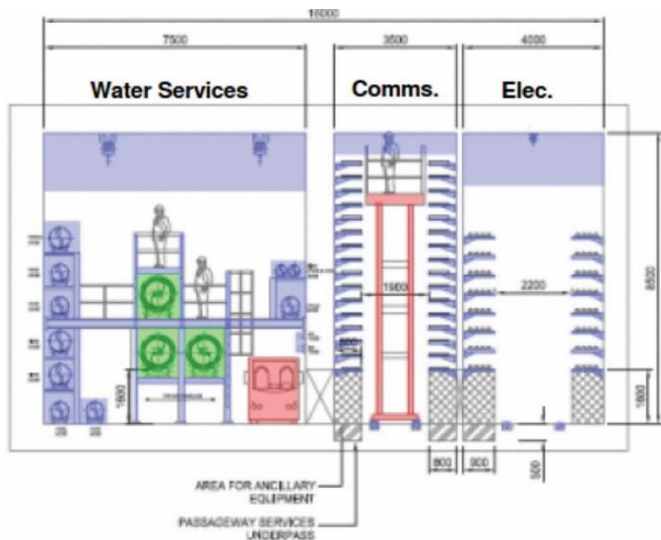
Demand Driven –
Future Satellite
Concourses 3 & 4
and Western
Development

Subject to change

Future TAP Construction Projects



TAP UTILITIES



SCOPE OF WORK:

Utilities to provide capacity and utility mains for TAP Phase 1 facilities.

- Anticipated Awards Starting 2ND Quarter 2021
- Duration: Multiple years
- Construction Manager at Risk

START OF ANTICIPATED ADVERTISEMENT DATES: 1ST Quarter 2021 (CMR)

ESTIMATED TOTAL CONSTRUCTION VALUE \$50 - \$200 Million

DBE/MBE/SBE/WBE GOALS MBE 26% - WBE 6%

Subject to change

TERMINAL 5 LANDSIDE AND PARKING IMPROVEMENTS (PHASE 1) – PARKING GARAGE



SCOPE OF WORK:

A new parking structure in Lot D of Terminal 5 with approximately 2,600 total parking spaces and reconfiguration of the current ramp from I-90 to 50-feet west of Bessie Coleman Drive. An enabling utility and substructure work will commence prior to the garage.

- Anticipated Awards Starting 2ND Quarter 2021
- Duration: 18 months
- Construction Manager at Risk

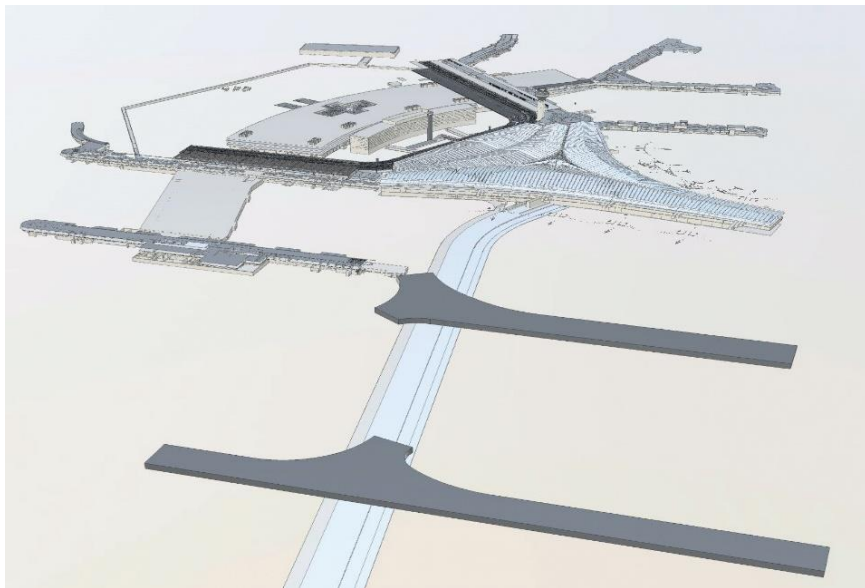
START OF ANTICIPATED ADVERTISEMENT DATES: 1ST Quarter 2021 (CMR)

ESTIMATED TOTAL CONSTRUCTION VALUE \$75 - \$125 Million

DBE/MBE/SBE/WBE GOALS MBE 26% - WBE 6%

Subject to change

SATELLITE 1 CONCOURSE



START OF ANTICIPATED ADVERTISEMENT DATES: 1ST Quarter 2022 (CMR)

ESTIMATED TOTAL CONSTRUCTION VALUE \$550 - \$650 Million

DBE/MBE/SBE/WBE GOALS MBE 26% - WBE 6%

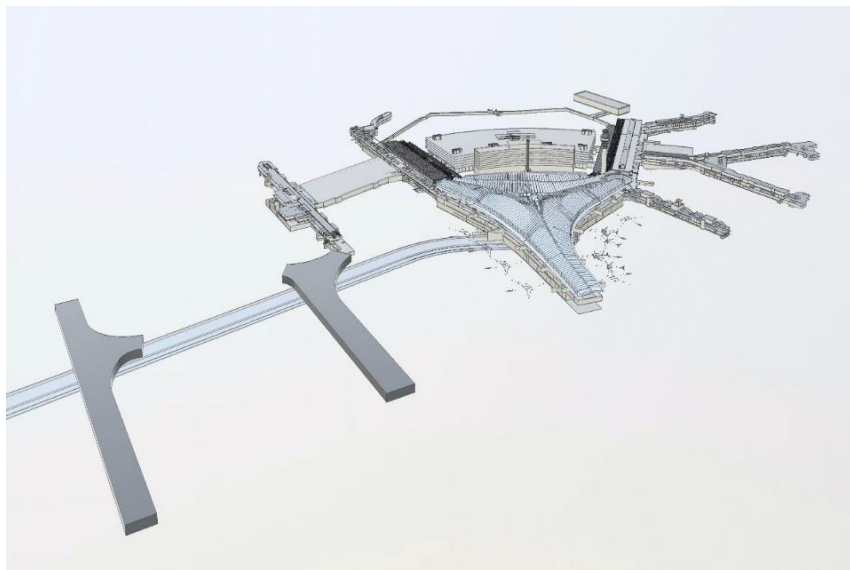
SCOPE OF WORK:

The new Satellite 1 concourse and aircraft apron will provide approximately 2,776 feet of linear frontage with gate space being designed for a Multiple Aircraft Ramp System (MARS) configuration to allow flexible use of gate space between regional jets, narrow body and wide body aircraft (as deemed appropriate). It will serve international and domestic operations. Work includes taxilanes and supporting utilities.

- Anticipated Awards Starting 2ND Quarter 2022
- Duration: 56 Months
- Construction Manager at Risk

Subject to change

SATELLITE 2 CONCOURSE



START OF ANTICIPATED ADVERTISEMENT DATES: **4TH Quarter 2022 (CMR)**

ESTIMATED TOTAL CONSTRUCTION VALUE **\$450 - \$550 Million**

DBE/MBE/SBE/WBE GOALS **MBE 26% - WBE 6%**

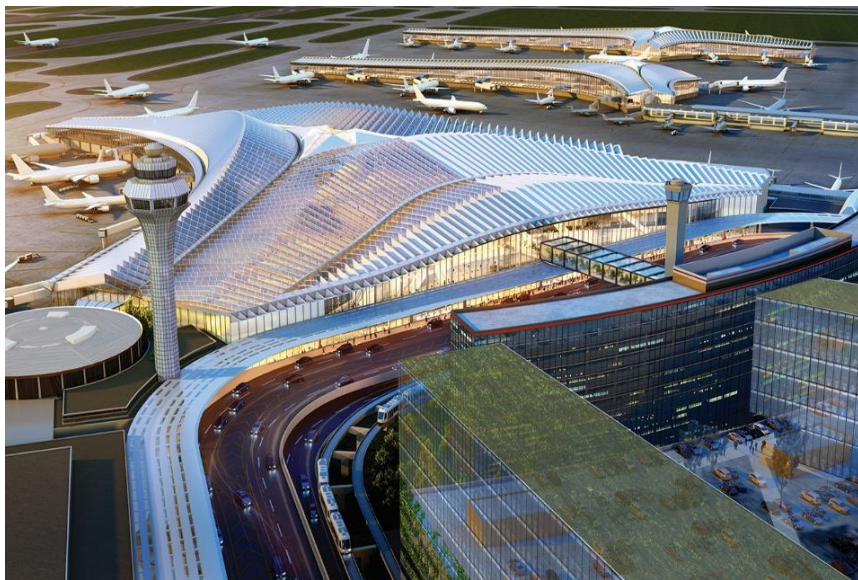
SCOPE OF WORK:

The new Satellite 2 concourse and aircraft apron will provide approximately 3,561 feet of linear frontage with gate space being designed for a Multiple Aircraft Ramp System (MARS) configuration to allow flexible use of gate space between regional jets, narrow body and wide body aircraft (as deemed appropriate). It will serve domestic and/or pre-cleared international flights. Work includes taxilanes and supporting utilities.

- Anticipated Awards Starting 1ST Quarter 2023
- Duration: 45 Months
- Construction Manager at Risk

Subject to change

T2 REDEVELOPMENT - O'HARE GLOBAL TERMINAL (OGT) AND O'HARE GLOBAL CONCOURSE (OGC)



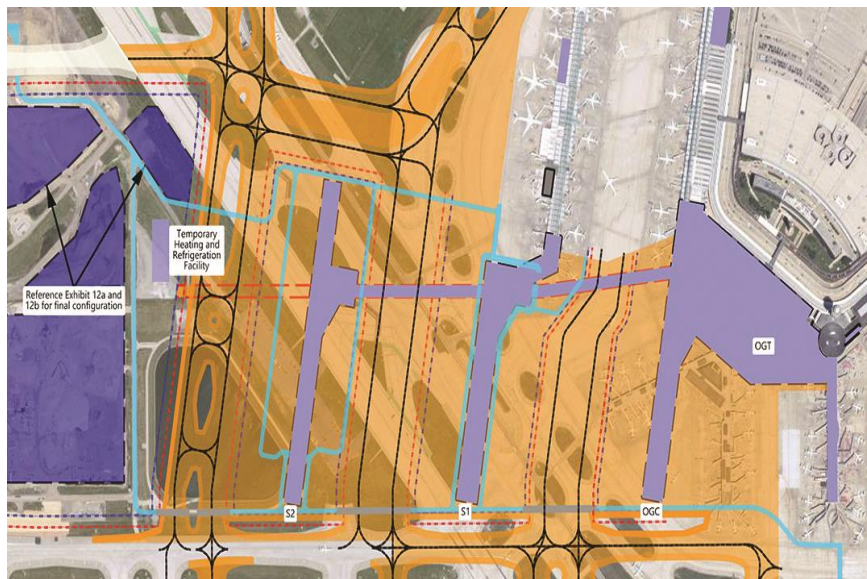
START OF ANTICIPATED ADVERTISEMENT DATES:	1 ST Quarter 2025 (CMR)
ESTIMATED TOTAL CONSTRUCTION VALUE	\$1.5 - \$2 Billion
DBE/MBE/SBE/WBE GOALS	MBE 26% - WBE 6%

SCOPE OF WORK:

The new OGT and OGC will provide approximately 2,901 feet of linear frontage with gate space being designed for a Multiple Aircraft Ramp System (MARS) configuration to allow flexible use of gate space between regional jets, narrow body and wide body aircraft (as deemed appropriate). It will serve international and domestic operations, as well as provide a Customs & Border Protection (CBP) arrival hall with sufficient capacity to serve a peak-hour passenger rate of 3,500 per hour. Work will include aircraft apron, taxilanes and supporting utilities.

- Anticipated Awards Starting 2ND Quarter 2025
- Duration: 50 Months
- Construction Manager at Risk
Subject to change

CONSOLIDATED APM, PEDESTRIAN, AND UTILITY TUNNEL



START OF ANTICIPATED ADVERTISEMENT DATES:	1 ST Quarter 2022 (CMR)
ESTIMATED TOTAL CONSTRUCTION VALUE	\$450 - \$550 Million
DBE/MBE/SBE/WBE GOALS	MBE 26% - WBE 6%

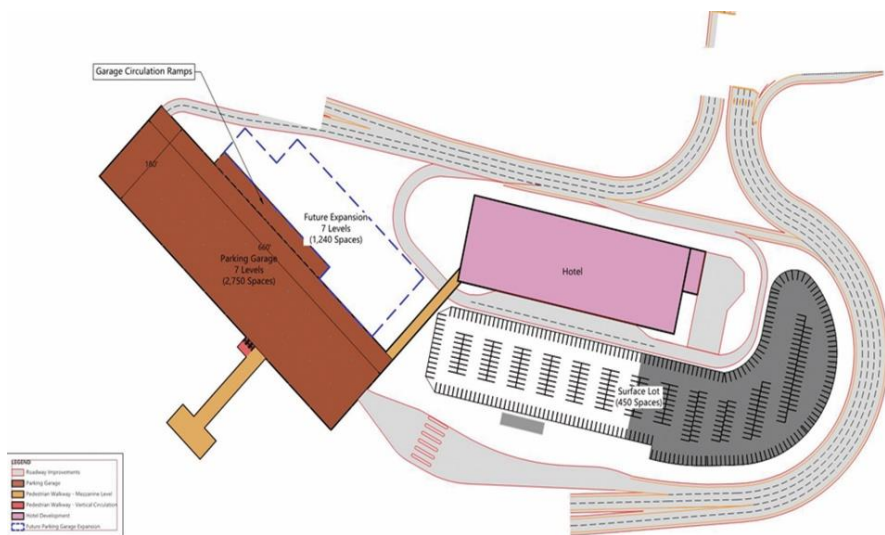
SCOPE OF WORK:

Tunnel system from the east end of the OGT, through Satellite Concourse 1 and Satellite Concourse 2, to a point beyond the relocated Taxiways A & B for the purpose of conveying passengers (sterile and non-sterile), baggage, utilities and bag carts/GSE between the OGT and the satellite concourses. The tunnel provides sufficient width to enable the future installation of an APM.

- Anticipated Awards Starting 3RD Quarter 2022
- Duration: Multiple years
- Construction Manager at Risk

Subject to change

T5 LANDSIDE AND PARKING IMPROVEMENTS (PHASE 2) - ROADWAY/CURBSIDE EXPANSION



SCOPE OF WORK:

Roadway improvements include the widening of the inbound terminal roadway from two to three lanes immediately south of the T5 roadway/Balmoral at-grade intersection; widening of the inbound terminal roadway from three to four lanes north of the future parking structure; and reconfiguration of Balmoral/Bessie Coleman Drive connection.

- Anticipated Awards Starting 3RD Quarter 2024
- Duration: 18 - 24 Months
- Construction Manager at Risk

Subject to change

START OF ANTICIPATED ADVERTISEMENT DATES:	2 ND Quarter 2024 (CMR)
ESTIMATED TOTAL CONSTRUCTION VALUE	\$50 - \$75 Million
DBE/MBE/SBE/WBE GOALS	MBE 26% - WBE 6%

Additional Professional Service Opportunities



TARGET MARKET CONSTRUCTION MANAGEMENT SERVICES

- Multiple Target Market Construction Manager Contracts for O'Hare 21 Terminal Area Plan, TAP enabling projects and CIP projects at O'Hare and Midway International Airports
- Projects will include airside projects, landside projects, terminal projects, site preparation and security packages
- Categories: Construction Manager – Agency
- Up to 4 contracts

ADVERTISEMENT DATE:	September 04, 2020
ANTICIPATED TERM	5 YEARS
DBE/MBE/SBE/WBE GOALS	TARGET MARKET

TARGET MARKET DESIGN TASK ORDERS

- Multiple Design Task Order Contracts for O'Hare 21 Program and CIP projects at O'Hare and Midway International Airports.
- Projects will include airside work, landside projects, terminal projects, site preparation and security packages
- Categories: Facilities Architecture and Engineering Services, and Airport Engineering Services
- Up to 4 contracts

ADVERTISEMENT DATE:	November 09, 2020
ANTICIPATED TERM	5 YEARS
DBE/MBE/SBE/WBE GOALS	Target Market

FEDERAL, NON-FEDERAL DESIGN TASK ORDERS

- Multiple Design Task Order Contracts for O'Hare 21 Program and CIP projects at O'Hare and Midway International Airports.
- Projects will include airside work, landside projects, terminal projects, site preparation and security packages
- Categories: Facilities Architecture and Engineering Services, and Airport Engineering Services
- Up to 6 contracts MBE/WBE and 4 contracts DBE

ADVERTISEMENT DATE:	November 05, 2020
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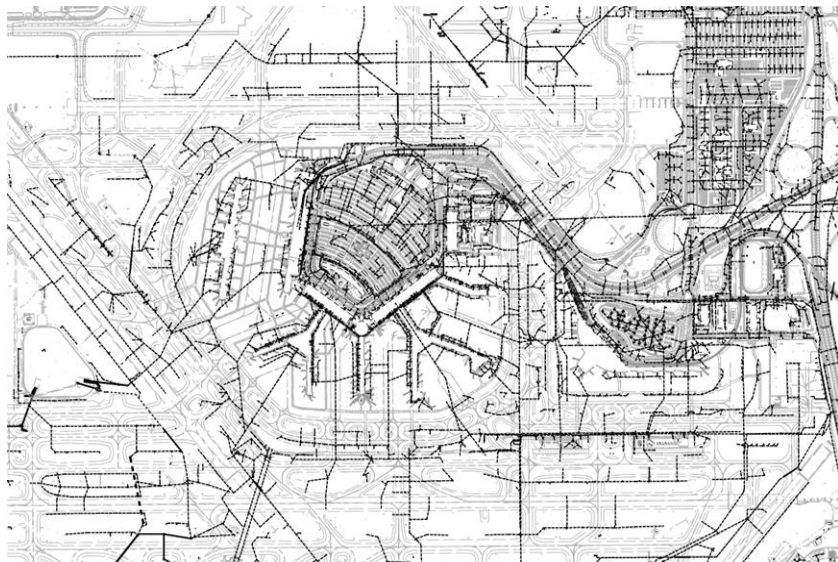
ANTICIPATED TERM	5 YEARS
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DBE/MBE/SBE/WBE GOALS	DBE or MBE/WBE
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Future CIP Construction Projects



SEWER MAIN LINING



ANTICIPATED ADVERTISEMENT DATE:	1 ST Quarter 2022
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ESTIMATED TOTAL CONSTRUCTION VALUE	\$1.5 - \$2 Million
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DBE/MBE/SBE/WBE GOALS	MBE 26%/WBE 6%
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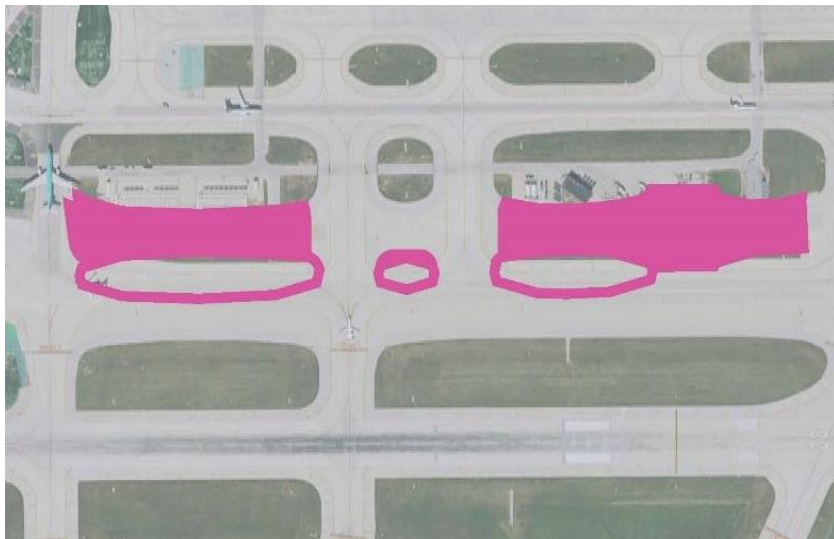
SCOPE OF WORK:

The project scope of work includes lining segments of the sewer mains that were identified by the sewer televising project (Project No. 27). Lining work will reduce inflow and infiltration and extend the useful life of the piping network.

- Anticipated Award 3rd Quarter 2022
- Duration: 9 months
- Design-Bid-Build or Job Order Contract

Subject to change

TAXIWAY LL PHASE 2 EXTENSION



START OF ANTICIPATED ADVERTISEMENT DATES:	3 RD Quarter 2021
ESTIMATED TOTAL CONSTRUCTION VALUE	\$30 - \$40 Million
DBE/MBE/SBE/WBE GOALS	MBE 26%/ WBE 6%

SCOPE OF WORK:

The Taxiway LL Phase 2 project consists of constructing new pavement to extend Taxiway LL approximately 2500'. Also included in the scope of work is the relocation of Taxiway N to previously constructed pavement to the south and installing new airfield lighting and marking, demolishing existing Taxiway N pavement and constructing new shoulders where necessary. The project has been divided into two (2) phases. Estimated work quantities include 42,200 SY of new taxiway pavement and 44,200 SY of existing taxiway pavement conversion (widen for future use). Construction work will be coordinated with airfield operations.

- Anticipated Awards Starting 1ST Quarter 2022
- Duration: 18 months
- Design-Bid-Build or Construction Manager at Risk

Subject to change

90" JAWA RELOCATION - DESIGN & CONSTRUCTION



START OF ANTICIPATED ADVERTISEMENT DATES: 4TH Quarter 2021

ESTIMATED TOTAL CONSTRUCTION VALUE \$25 - \$35 Million

DBE/MBE/SBE/WBE GOALS MBE 26%/ WBE 6%

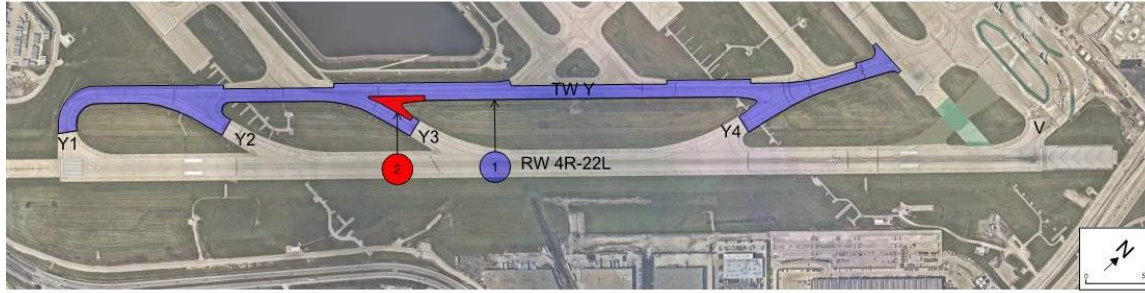
SCOPE OF WORK:

IDOT, CDOT, and the CDA are working together to reconfigure the I-190 corridor. The project is an enabling project to future reconfiguration projects at the I-190 and Mannheim Rd interchange as the existing utility elevation needs to be lowered in areas adjacent to I-190. The project will include installation of a bypass 48" water main, new 48" CDWM water main, new 90" JAWA (Joint Action Water Agency) water main, two hot taps, and other associated water main infrastructure.

- Anticipated Awards Starting 2ND Quarter 2022
- Duration: 18 months
- Design-Bid-Build or Construction Manager at Risk

Subject to change

TAXIWAY Y



SCOPE OF WORK:

This project rehabilitates Taxiway Y and Exit Taxiways which entails milling and bituminous overlay, as well as the necessary striping, grooving and LED lighting installation of approximately 92,000 SY of Taxiway pavement along parallel Taxiway Y and connecting Taxiways Y1, Y2, Y3, and Y4. Also included is the rehabilitation of associated Taxiway shoulders.

Additionally, TW Y and associated TW Y taxiways will require modified sign locations per new AC, offsetting signs from the edge of full depth pavement and correcting messages where needed.

ANTICIPATED ADVERTISEMENT DATE:	1 ST Quarter 2021
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ESTIMATED TOTAL CONSTRUCTION VALUE	\$8 - \$10 Million
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DBE/MBE/SBE/WBE GOALS	DBE 30%
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- Anticipated Award 2ND Quarter 2021
 - Duration: 9 months
 - Design-Bid-Build
- Subject to change

PARKING LOT REHABILITATION FOR PARKING LOTS B, C AND CVHA



SCOPE OF WORK:

As part of O'Hare's ongoing operations and maintenance program, three existing landside parking areas (Lot B, Lot C and the Commercial Vehicle Holding Area (CVHA)) have been identified for rehabilitation. Lots B and C are short term, daily parking lots. CVHA is a holding area for vehicles as they queue for security inspection.

The services will include removal for the existing pavement (mill) to the existing base course and replacement (fill) with bituminous material. Services also include replacement of existing parking lot lighting with Light Emitting Diode (LED) lighting and all signage and marking required for the parking lots. Services must be carefully phased in coordination with CDA Landside Operations in order to minimize closures and maintain as many parking spaces as possible. Each of these three parking areas may be separate packages for construction.

- Anticipated Award: Varies from 2ND Quarter 2022 to 2ND Quarter 2023
- Duration: Varies from 4 months to 6 months
- Design-Bid-Build

Subject to change

ANTICIPATED ADVERTISEMENT DATE:	Varies 4 TH Quarter 2021 to 4 TH Quarter 2022
ESTIMATED TOTAL CONSTRUCTION VALUE	Varies from \$1 - \$5 Million each lot
DBE/MBE/SBE/WBE GOALS	MBE 26%/WBE 6%

PERIMETER FENCE REPLACEMENT IN SE AIRFIELD



ANTICIPATED ADVERTISEMENT DATE: **4TH Quarter 2021**

ESTIMATED TOTAL CONSTRUCTION VALUE **\$2 - \$3 Million**

DBE/MBE/SBE/WBE GOALS **MBE 26%/WBE 6%**

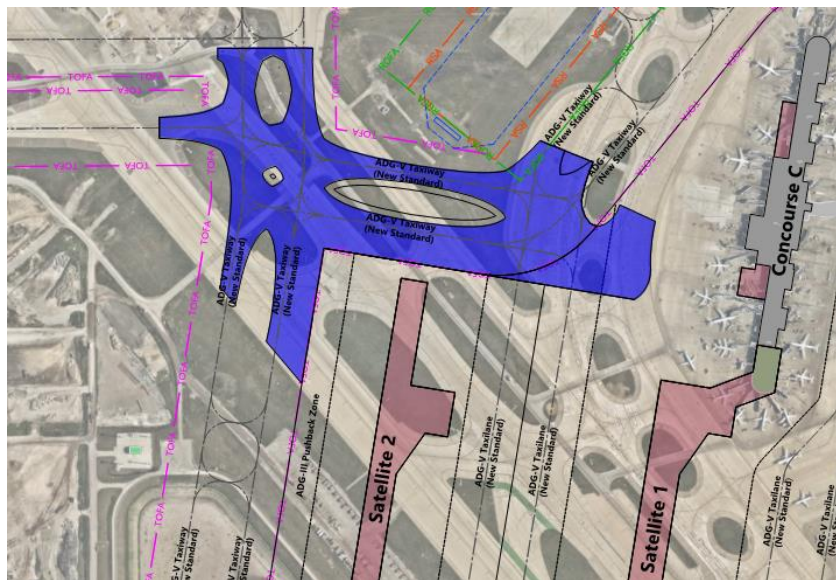
SCOPE OF WORK:

The project work scope consists of the design and construction of 7,800 feet of AOA fence in the southeast airfield. The proposed fence will be a minimum of 10' high chain-link plus top mounted barb and concertina wire. The proposed fence will also include a wildlife deterrent barrier and a vegetative free zone which will require re-grading of the fore slope in many locations.

- Anticipated Award: 2ND Quarter 2022
- Duration: 5 months
- Design-Bid-Build

Subject to change

TAXIWAY A/B RELOCATION PHASE 2



START OF ANTICIPATED ADVERTISEMENT DATES: 2ND Quarter 2022 (CMR)

ESTIMATED TOTAL CONSTRUCTION VALUE \$60 - \$70 Million

DBE/MBE/SBE/WBE GOALS 26%MBE 6%WBE

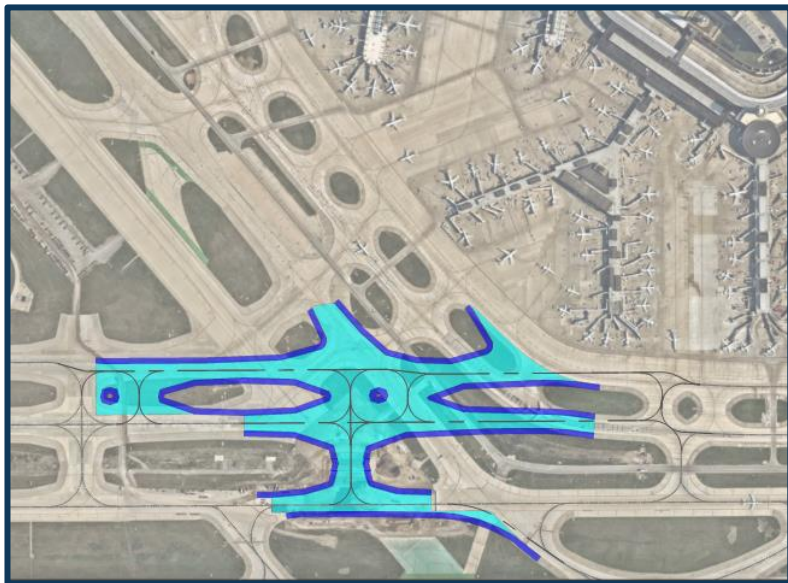
SCOPE OF WORK:

Phase 2 of the Taxiway A/B Relocation is an east/west connector between Phase 1 of the Taxiway A/B program and the terminal core area just west of Concourse C. The project includes the construction of new permanent and temporary taxiway pavement, grading, drainage, utility relocations, airfield marking, signage lighting and restoration.

- Anticipated Awards Starting 4TH Quarter 2022
- Duration: 18 Months
- Construction Manager at Risk

Subject to change

TAXIWAY A/B PAVING AND FOTS



SCOPE OF WORK:

The Taxiway A/B Paving and FOTS project connects taxiways K and L to taxiways A and B to provide a more direct east/west connection between the Central Deicing Facility and the terminal core. The project includes relocation of the service road, installation of FAA and Campus Connectivity fiber optic cable, the construction of new permanent and temporary taxiway pavement, grading, drainage, utility relocations, airfield marking, signage, lighting and restoration.

- Anticipated Awards Starting 2ND Quarter 2021
- Duration: 21 Months
- Construction Manager at Risk

Subject to change

START OF ANTICIPATED ADVERTISEMENT DATES: 1ST Quarter 2021 (CMR)

ESTIMATED TOTAL CONSTRUCTION VALUE \$80 - \$100 Million

DBE/MBE/SBE/WBE GOALS 26%MBE 6%WBE

LOWER LEVEL UTILITY AND PAVEMENT RECONSTRUCTION



SCOPE OF WORK:

Relocation of the terminal area fire main loop including approximately 7000 lf of 12" fire main, 1500 lf of 8" hydrant fire main and 32 fire hydrants. Medians and center lanes will be reconstructed within the terminal area to meet ADA and will include new sidewalks and utility replacements. Approximately 2,500 lf of ComEd ductbank will also be installed.

- CM at Risk - AECOM Hunt Clayco Bowa
 - Construction Start 4TH Quarter 2020
 - Trade Package 1 - ADA Concrete Sidewalk Replacement
 - Prime Tier Subcontractor – Antigua, Inc.

Subject to change

START OF ANTICIPATED ADVERTISEMENT DATES:	4 th Quarter 2020 (CMR)
ESTIMATED TOTAL CONSTRUCTION VALUE	\$20 - \$25 Million
DBE/MBE/SBE/WBE GOALS	26.2% MBE 6.4% WBE

LET'S KEEP IN TOUCH!



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instagram.com/flyohare/



★★★★

O'HARE & MIDWAY

— INTERNATIONAL AIRPORTS — ✈

JAMIE L. RHEE, COMMISSIONER

CONNECTING THE WORLD TO CHICAGO AND CHICAGO TO THE WORLD

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DOING BUSINESS AT THE AIRPORT



O'HARE & MIDWAY
INTERNATIONAL AIRPORTS

AGENDA TOPICS

- Airline Operations
- O'Hare Concessions Program
- ORD 21 Expansion
- Midway Concessions Program
- Process To Operate a Concession
- Elements of a Concession
- Resources

Airline Operations



★★★★
O'HARE & MIDWAY
INTERNATIONAL AIRPORTS

O'HARE IS SERVED BY NEARLY 50 OF THE WORLD'S LEADING AIRLINES AND IS A MAJOR INTRA-ALLIANCE CONNECTING GATEWAY

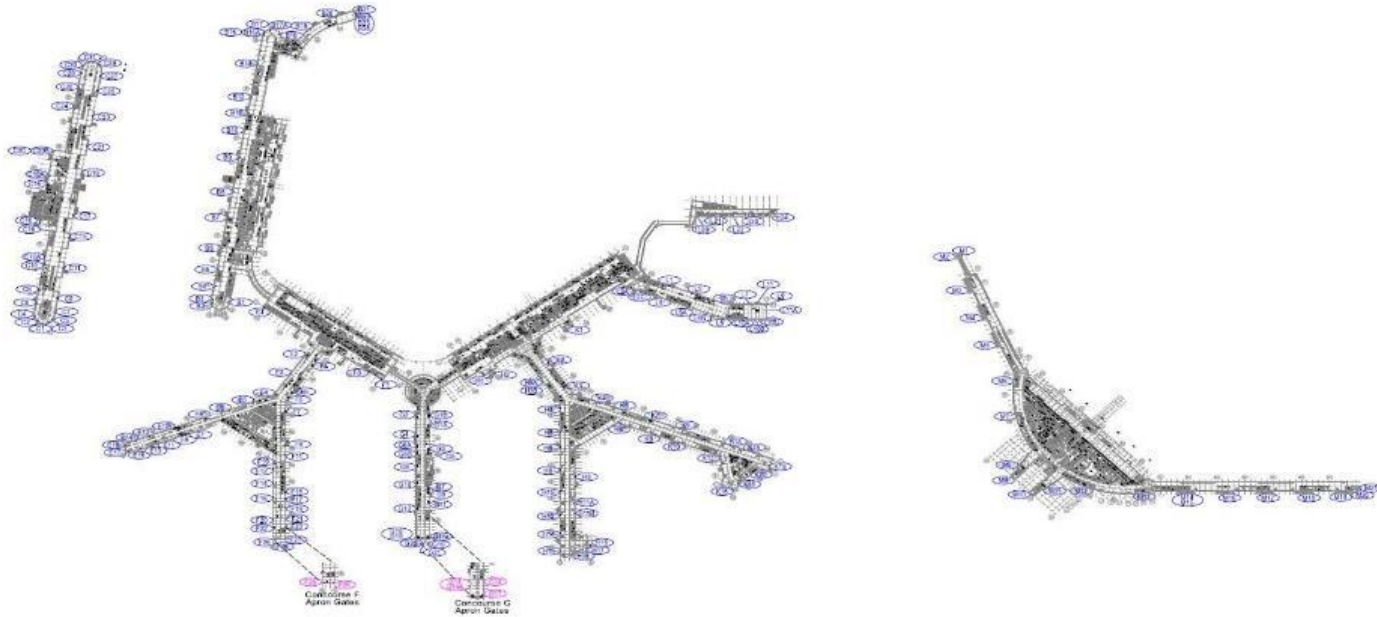


AIRPORT PASSENGER / OPERATIONS

- **Over 105 Million passengers traveled through O'Hare and Midway International Airports in 2019**
 - In 2019, approximately 84 million people traveled from or thru O'Hare International Airport
 - In 2019, O'Hare had the most operations in the U.S. with 919,704 take-offs and landings
 - In 2019, over 20 million people traveled from or thru Midway International Airport
 - In 2019, Midway had over 232,000 take-offs and landings
- **O'Hare and Midway International Airports provide direct and non-stop service to 275 cities worldwide**
 - Over 50% of O'Hare passengers have connecting flights and never leave the Airport
 - ORD is the only U.S. airport that has flights to 6 continents
 - ORD is the most connected airport in the U.S. and second in the World

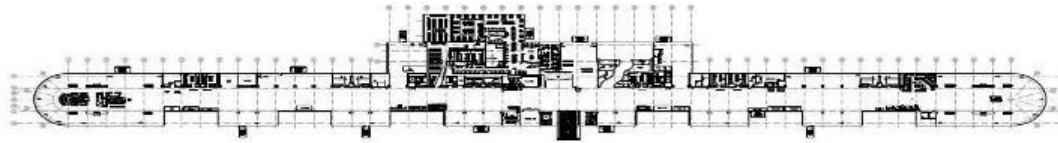
O'HARE INTERNATIONAL AIRPORT

195 Active Gates



7/20/2014

O'Hare Airport – Terminal 1



Terminal 1 – Concourses B and C

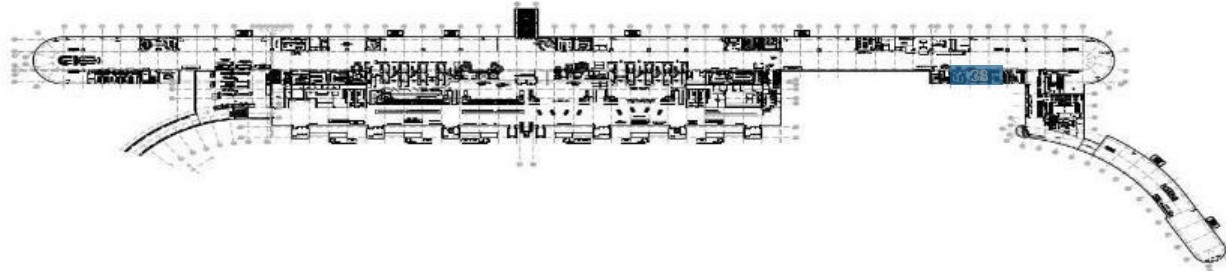
Enplanements: 14.6 million



Major Carriers:

United Airlines

Lufthansa



O'Hare Airport – Terminal 2

**Terminal 2 –
Concourses E and F**

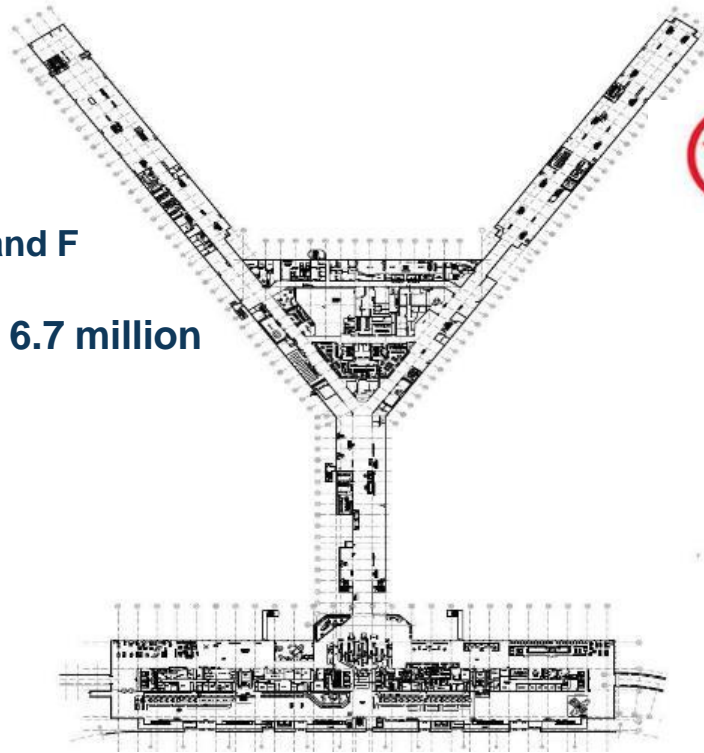
Enplanements: 6.7 million

Major Carriers:

Air Canada

Delta

United Airlines



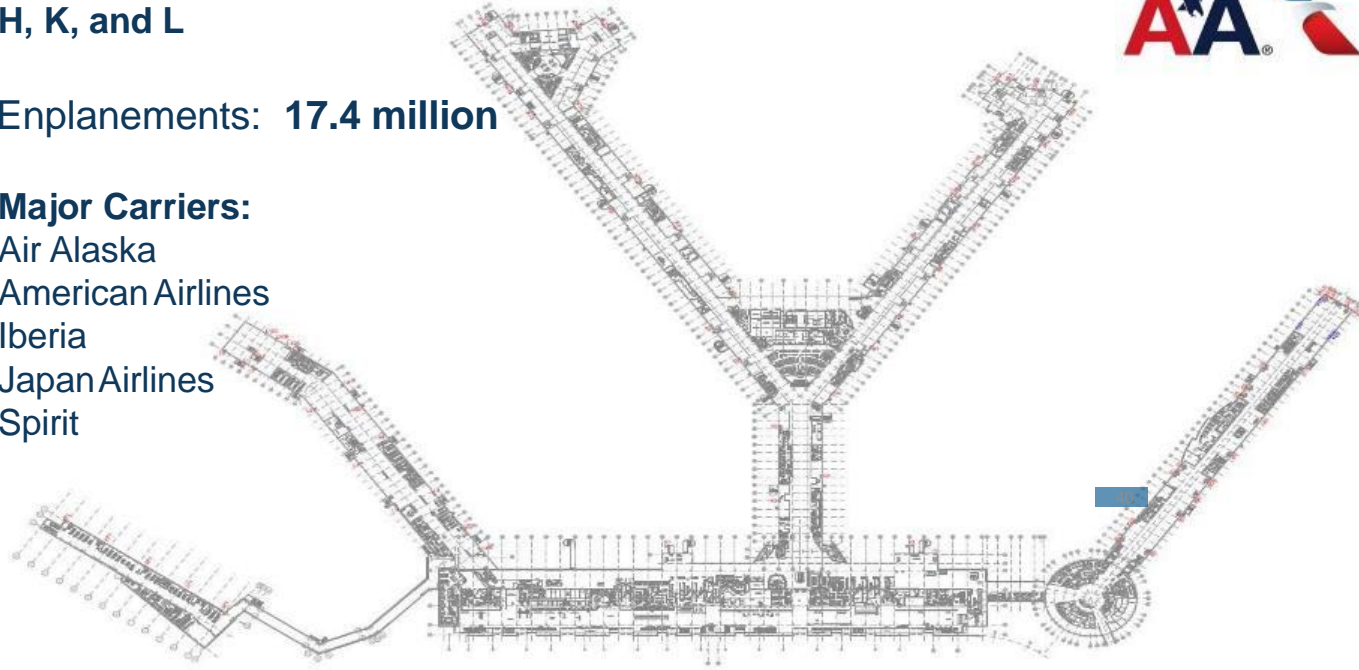
O'Hare Airport – Terminal 3

**Terminal 3 – Concourses G,
H, K, and L**

Enplanements: 17.4 million

Major Carriers:

Air Alaska
American Airlines
Iberia
Japan Airlines
Spirit



O'Hare Airport – Terminal 5

Terminal 5 – Concourse M

Enplanements:
3.4 million

Major Carriers:

Aer Lingus
Alitalia
Emirates
Etihad
Finnair
Korean Air



O'Hare Concession Program



CONCESSION PROGRAM GOALS

- Optimize Revenues to the Airport and Local Economy
- Maximize ACDBE participation
- Provide Opportunity for Local Brands and Operators
- Provide High Quality Products and Services
- Promote High Quality Facility Designs
- Promote Sustainability
- Increase Variety of Offerings
- Showcase “Chicago Character” to the World
- Provide First-Class Customer Service
- Promote Fair Price/Value Relationship

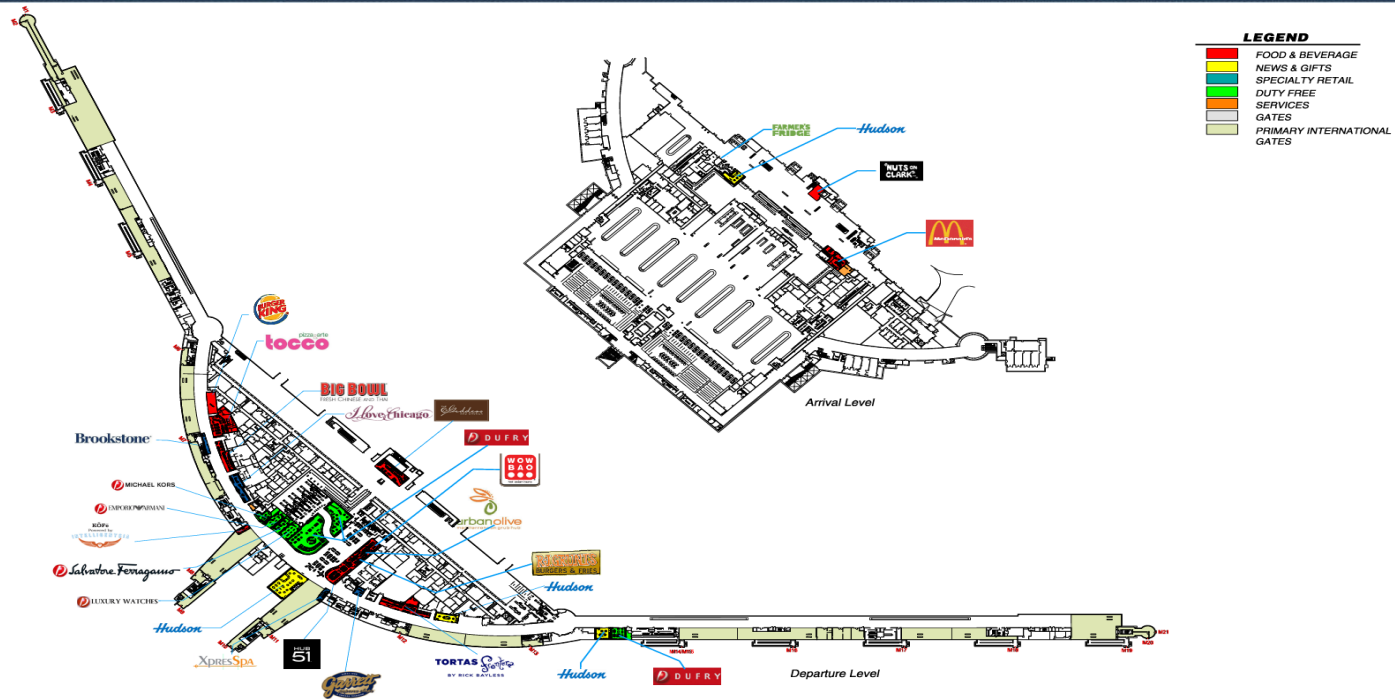
AIRPORT CONCESSION CATEGORIES

- Food & Beverage
 - Branded/Non-Branded
 - Airport/Local/National Brand
 - Sit Down/Full Service
 - Fast Casual/Quick Serve
 - Grab & Go/To Go/Walk-away
 - Restaurant/Bar
 - Snack
- Specialty Retail
 - Electronics
 - Travel Accessories
 - Lifestyle
 - Apparel
 - Accessories/Jewelry
- News & Gift
 - Souvenirs
 - Convenience
- Services
 - Spa
 - Lounge
 - Banking
 - ATMs
 - Foreign Currency Exchange
 - Luggage Carts
 - Payphones
 - Shoe Shine
 - Airport Network Media Programming Services
 - Automated Retail
- Duty Free
 - Duty Paid
- Advertising
 - Indoor
 - Outdoor

AIRPORT CONCESSIONS – TERMINALS 1, 2 and 3



Terminal 5 Westfield



Terminal 5
June, 2020

CONCESSION PERFORMANCE - BY CATEGORY

O'Hare International Airport | 2019 Concessions Performance

	Stores	Area (sq. ft.)	Sales (\$000)	Sales/SF
Food & Beverage	134	127,943	\$371,558	\$2,904
News & Gifts	32	24,533	\$76,744	\$3,128
Specialty Retail	38	22,243	\$42,569	\$1,914
Duty Free	6	14,079	\$36,239	\$2,574
Services	9	3,689	\$3,766	\$1,021
Total	219	192,487	\$530,879	\$2,758

CONCESSION PERFORMANCE - BY TERMINAL

O'Hare International Airport | 2019 Concessions Performance

	Sal es (\$0 00)	Are a (sq. ft.)	Sales/SF	# of Stores
Terminal 1	\$182,656	51,750	\$3,530	72
Terminal 2	\$71,201	30,670	\$2,321	36
Terminal 3	\$208,782	78,065	\$2,674	87
Other F&B	\$2,850	1,286	\$2,216	2
Terminal 5	\$65,390	30,716	\$2,129	22
Total	\$530,879	192,487	\$2,758	219

Midway Concessions Program



Midway Airport Airlines

- Southwest
- Delta
- Porter Airlines
- Volaris
- North Country Sky / Public Charters
- Allegiant



2019 CONCESSION PERFORMANCE BY CATEGORY

	Stores	Area (sq. ft.)	Sales (\$000)	Sales/SF
Food & Beverage	31	35,396	\$88,935	\$2,513
News & Gifts	8	8,226	\$19,654	\$2,389
Specialty Retail	15	8,835	\$8,490	\$961
Services	1	155	\$58	\$375
Total	55	52,612	\$117,137	\$2,226

MIDWAY AIRPORT CONCESSIONS PROGRAM

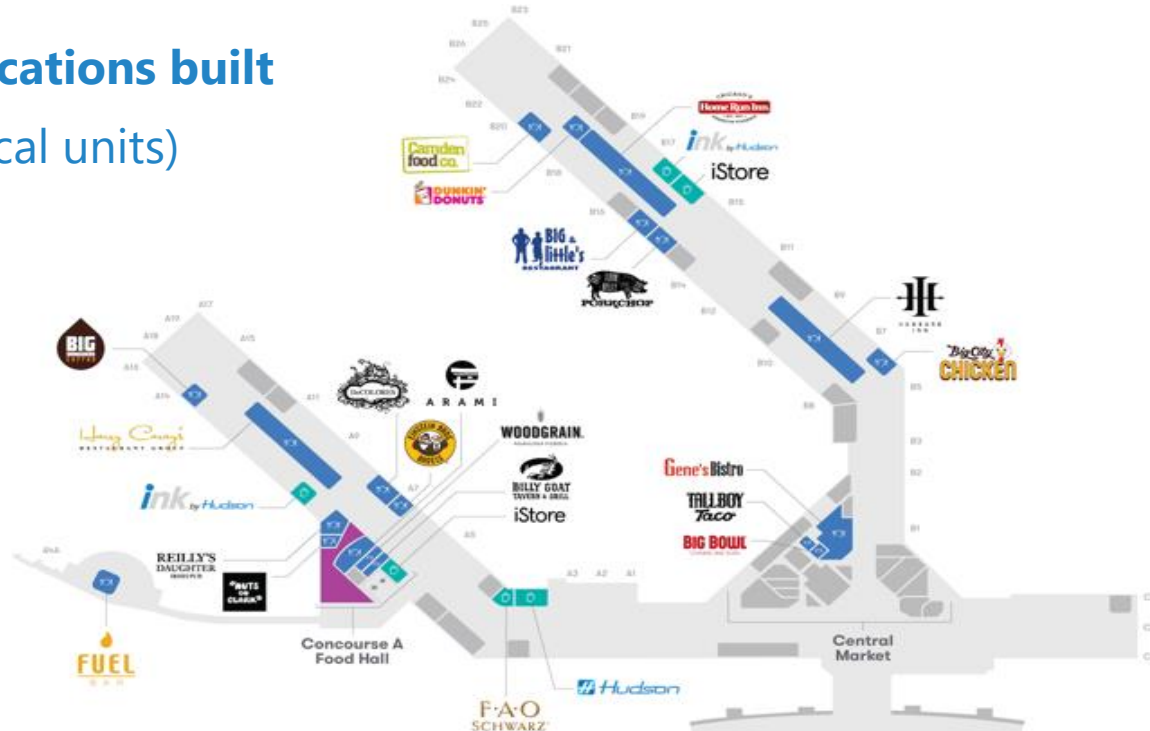
- Midway Partnership (MP) was selected as the Developer/Operator for Midway's Concessions program following a thorough Request for Proposals (RFP) process that began in the fall of 2015 and was approved by the Chicago City Council in 2017.
- In May 2017, Midway began a \$75 million modernization and expansion of the shopping, dining and amenity experience.
- The concession space will potentially increase from 26,000 SF to about 70,000 SF, and increase the number of stores from 47 to over 70.
- Midway Partnership's development includes bringing in local partners and brands, resulting in the nation's highest ACDBE participation at 51% at the end of 2019. As part of MP's contract, all partners and subtenants have been identified.

chicago midway

Go eat, shop & relax at the new MDW.

MIDWAY CONCESSION REDEVELOPMENT NEW UNITS BUILT

27 new locations built
(16 local units)



OPPORTUNITIES WITH MIDWAY PARTNERSHIP



Midwaypartnership.com

DESIGN & CONSTRUCTION	SUPPLIERS	SERVICES
<ul style="list-style-type: none"> * General contracting * Architecture * Engineering * Project management * Millwork manufacturing * Millwork installation * Sign manufacturing * Sign installation * Security equipment installation <p>General Contractors will engage sub-contractors in areas including but not limited to:</p> <ul style="list-style-type: none"> * Electrical * Carpentry * Painting * Mechanical * Cleaning * Plumbing 	<ul style="list-style-type: none"> * Souvenir and gift * Lighting * Produce * Dairy * Bread * Smallwares * Uniforms * Restaurant equipment * Office supplies * Security equipment 	<ul style="list-style-type: none"> * Hood cleaning * Grease trap cleaning * Electrical * HVAC * Refrigeration * General maintenance * Janitorial * Fire suppression/ansul * Pest control * Printing, binding * Graphic design * Entertainment * Advertising

Process to Operate a Concession

STEPS TO OPERATE A CONCESSION

1. CDA identifies locations available for lease
2. CDA generates and issues Request for Proposals (RFPs)
3. Respondents prepare and submit proposals
4. CDA evaluates responses and selects concessionaire
5. Selected concessionaire and CDA finalize the lease
6. CDA obtains approval of City Council
7. Concessionaire submits construction plans for review and approval
8. Concessionaire completes construction and opens for business

Elements of a Proposal

ELEMENTS OF A PROPOSAL

1. Cover/Transmittal Letter
2. Experience and Qualifications Statement
3. Methods of Management and Operations
4. Concessions Development Proposals
 - a. Store Concept and Design
 - b. Compensation to the City
 - c. Projected Sales, Net Income and Cash Flow
 - d. Capital Investment and Financing Plan
5. Airport Concessions Disadvantaged Business Enterprise Participation Plan
6. Professional References
7. Exceptions
8. Executed Proposal Affidavit
9. Business Information Statement
10. Financial Statements

ELEMENTS OF CONCESSION LEASE TERMS AND % RENTS

Concession Type	Term	Proposed MAG	Proposed % Rent
Full Service Restaurant and Bar	7 to 10 years	CDA Establish	12% - 15%
QSR (Fast Food and Casual)	7 to 10 years	CDA Establish	14% - 17%
Branded Coffee	7 years	CDA Establish	15% - 18%
Snack	7 years	CDA Establish	13% - 16%
Bars (Wine and Craft Beer)	7 years	CDA Establish	17% - 20%
Candy / Confections	7 years	CDA Establish	13% - 16%

Rates are based on recent airport solicitations from 2017 thru 2019. Researchby Unison Consulting

ELEMENTS OF CONCESSION LEASE TERMS AND % RENTS

Concession Type	Term	Proposed MAG	Proposed % Rent
News and Gifts	5 years	CDA Establish	15% - 17%
Specialty Retail	5 years	CDA Establish	11% - 13%
Duty Free/Duty Paid	7 years	CDA Establish	13% - 18%
Services	5 years	CDA Establish	11% - 13%
Automated Retail	5 years	CDA Establish	10% - 12%

Rates are based on recent airport solicitations from 2017 thru 2019. Research by Unison Consulting

DBE/ACDBE Certification



O'HARE & MIDWAY
INTERNATIONAL AIRPORTS

Disadvantaged Business Enterprise (DBE) and Airport Concessions Disadvantaged Business Enterprise (ACDBE) Program

The City of Chicago is a federal grant recipient subject to the U.S. Department of Transportation's (DOT) and Federal Aviation Administration (FAA) DBE/ACDBE requirements under 49 CFR Part 26 and 23. The Objectives of the DBE/ACDBE program are to:

(a) Ensure nondiscrimination in the award and administration of DOT/FAA – assisted contracts in the Department's highway, transit, airport financial assistance programs, and Airport concessionaires programs;

(b) To create a level playing field on which eligible businesses can compete fairly for DOT – assisted contract opportunities

The DBE program provides guidance for the participation of DBE firms in federally funded contracts opportunities.

Certification Requirements

49 CFR Part 26 and 23 states that a business concern must be:

- ❖ A for-profit, small business which is at least 51 percent owned by one or more socially and economically disadvantaged persons, and
- ❖ Whose management and operations are controlled by one or more of the socially and economically disadvantaged owners.
- ❖ Concessions include businesses, management contracts, goods and services, and advertising

Certification Requirements

Groups defined by 49 CFR Part 26 as socially and economically disadvantaged are:

- ❖ Black Americans
- ❖ Hispanic Americans
- ❖ Native Americans
- ❖ Subcontinent Asian Americans
- ❖ Asian-Pacific Americans
- ❖ Women, and
- ❖ Other individuals who can individually prove social and economic disadvantage.

Certification Requirements

- **Business Size Standards**

-

- ❖ DBE - The firm's three year average annual gross receipts must not exceed the SBA size limit for the firm's primary line of business or the maximum of \$23.98 million

- ❖ ACDBE – Three year average annual gross receipts not to exceed \$56.42 million for most firms, with the following exceptions:

- \$75.23 million for car rentals

- \$1 billion in assets for banks

- 1,500 employees for pay phone companies

- 350 employees for automobile dealers

Certification Requirements

- **Personal Net Worth Standard**
- The qualifying owner's personal net worth cannot exceed \$1.32 million (after adjustments) for DBE and/or ACDBE eligibility

ONCE YOU ARE CERTIFIED

- ❖ DPS provides “One Stop Certification”- once you are certified as a DBE/ ACDBE, you are also certified with IDOT, Metra, Pace, and Chicago Transit Authority.
- ❖ You can sign up for DPS and CDA Alerts to alert you of contracting opportunities with the City of Chicago and Department of Aviation
- ❖ DPS Contracting Opportunities can be found online at www.cityofchicago.org/bids
- ❖ DPS Contracting Opportunities can be found online at www.cityofchicago.org/bids
- ❖ DPS provides you with a list of agencies that provide assistance to DBE firms. These "Assist Agencies" provide services to assist in Business Development.

ACDBE CERTIFICATION

Become certified:

www.chicago.mwdbe.com

Find an ACDBE Certified Business:

www.chicago.mwdbe.com

or

www.idot.illinois.gov/doing-business/certifications/disadvantaged-business-enterprise-certification/il-ucp-directory/

KEY INFORMATION

- Notification of RFP: Sign up for CDA web alerts by going to www.flychicago.com - “Sign up for Web Alerts”
- Proposals are typically due 90 days after posting – this time period is variable, be aware of the due date and time.
- A pre-proposal meeting will take place shortly after the RFP is posted – be sure to attend this meeting.
- The RFP will specify a deadline for the submission of questions. All questions must be submitted in writing and answers will be provided in an Addendum to the RFP.

Resources



RESOURCES

- Airport Minority Advisory Council: www.amac-org.com
- Airport Experience News: www.airportxnews.com
- Airport Council International: www.aci-na.org
- City of Chicago: www.cityofchicago.org
- Chicago Department of Aviation: www.flychicago.com
- City of Chicago Minimum Wage Ordinance:
www.cityofchicago.org/city/en/depts/mayor/supp_info/minimum-wage.html
- MP, LLC: www.midwaypartnership.com

VISIT OUR WEBSITE - www.flychicago.com

Sign up for CDAWeb Alerts and be notified of:

- Bid packages advertisements
- Pre-Bid Conference
- Upcoming Concessionaire Workshops, Symposiums, and other events



Thank you

Questions?

Contact

Glen.Ryniewski@cityofchicago.org

or

Concessions@Flychicago.com



WWW.CHICAGO.GOV/VENDORFAIR



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LINKEDIN.COM/COMPANY/CHICAGODPS