

**CHICAGO O'HARE INTERNATIONAL AIRPORT**  
**REQUEST FOR PROPOSALS TO LEASE, DEVELOP AND OPERATE A**  
**TEA CONCESSION**

**Addendum #2**  
**February 3, 2009**

This Addendum is intended to modify the Request for Proposals to Lease, Develop and Operate a Tea Concession at Chicago O'Hare International Airport ("RFP") dated December 18, 2008, as amended by Addendum #1 dated December 22, 2008. Unless otherwise defined herein, capitalized terms have the same meaning as in the RFP. In the event of a conflict between the RFP, Addendum #1 and this Addendum #2, Addendum #2 controls.

**A. Pre-Proposal Meeting**

A non-mandatory, pre-proposal meeting was held on January 12, 2009. A short presentation was handed out at the meeting, a copy of which is attached to this Addendum. A list of attendees follows:

<b>Attendee</b>	<b>Company</b>	<b>Email Address</b>
George Sarfatty	Sarfatty Associates	<a href="mailto:gsarfatty@sarfatty.com">gsarfatty@sarfatty.com</a>
Shellie H. Gazlay	Sarfatty Associates	<a href="mailto:sgazlay@sarfatty.com">sgazlay@sarfatty.com</a>
Tonya Pastorelle	Pastorelle Marketing Group	<a href="mailto:t.pastorelle@gmail.com">t.pastorelle@gmail.com</a>
Wassim Hojeij	Hojeij Branded Foods	<a href="mailto:wassim@mindspring.com">wassim@mindspring.com</a>
Linda Chin	Parachin Design Studios	<a href="mailto:linda.chin@parachindesign.com">linda.chin@parachindesign.com</a>
Kyle Schafer	Unite Here	<a href="mailto:kschafer@unitehere.org">kschafer@unitehere.org</a>
Manuel Laborde	Synergia Corporation	<a href="mailto:mlaborde@synergiacorp.com">mlaborde@synergiacorp.com</a>
Kari Ginal	Argo Tea	<a href="mailto:kari.ginal@argotea.com">kari.ginal@argotea.com</a>
Roxanne Chayhitz	Argo Tea	<a href="mailto:roxanne.chayhitz@argotea.com">roxanne.chayhitz@argotea.com</a>

**B. Questions Submitted by Prospective Respondents**

1. *Are the spaces offered in the RFP new or are they existing spaces?*

Both locations have been occupied.

2. *Who currently occupies these locations?*

The Terminal 3 location is occupied by Argo Tea. The Terminal 1 location was formerly occupied by Wilsons Leather Experts.

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3. *Will utilities be brought to both locations?*

The Terminal 3 location has electricity, water and sewer to the location. The Terminal 1 location has electricity only. The Selected Respondent is responsible for bringing water and sewer to this location.

4. *Does HVAC currently exist for the locations?*

The Airport provides heating and air conditioning throughout the Airport. The Selected Respondent is responsible for any additional special requirements.

5. *Is the buildout restricted to the foot print provided in the RFP?*

For a proposal, a respondent's design is limited to the foot print shown in the RFP.

**C. Additional Addenda**

The City reserves the right to issue one or more future addenda that may further modify the terms and conditions of the RFP. The City advises prospective respondents to frequently check the website [www.flychicago.com](http://www.flychicago.com) (under the "Doing Business" and "Concession Opportunities" links) for any addenda that may be issued.

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**Tea Concession**  
**Pre-Proposal Meeting**  
January 12, 2009

**City of Chicago**  
Department of Aviation  
Richard M. Daley, Mayor  
Richard L. Rodriguez, Commissioner

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**Pre-Proposal Meeting Agenda**

- Welcome
- Program Goals
- Concession Opportunity
- Questions & Answers
- Tour

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Chicago O'Hare International Airport

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**Program Goals**

- Provide High Quality Services and Products
- Provide First-Class Service
- Promote High Quality Facility Designs
- Promote Fair Price/Value Relationship
- Maximize Customer Satisfaction
- Promote "Chicago Character"
- Provide Opportunity for Local Businesses
- Enhance Image of Airport and City
- Optimize Revenues to the Airport

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**Concession Opportunity**

- Use
  - Made-to-Order Tea and Tea-Based Beverages
  - Fresh Pastries and Cookies
  - Fresh Brewed Coffee
  - Limited Selection of Tea and Tea Accessories
- Anticipated Term
  - Fall 2009 through Fall 2014
- Two Kiosk Locations
  - Terminal 1 – Concourse C
  - Terminal 3 – Rotunda

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### Terminal 1



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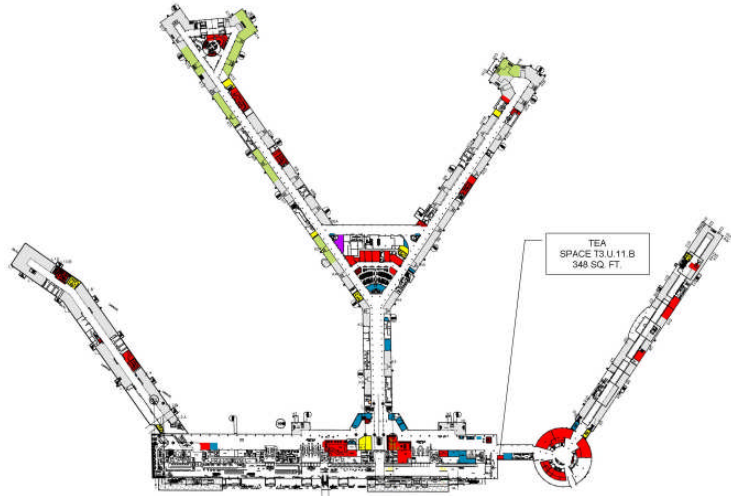
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**Terminal 3**



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**Concession Terms**

- 5-Year Term
- Rent / Concession Fee
  - Base Rent: \$45.00 psf
  - Concession Fee:
    - Proposed Percentage of Sales
    - Proposed Minimum Annual Guarantee
- Other Fees
  - Marketing Fee: 0.5% of Sales
  - Distribution Fee
- Minimum Investment > \$40,000 per Kiosk
- ACDBE Participation Goal: 30%

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**Tentative Schedule**

12/18/08	Issue RFP
1/12/09	Pre-Proposal Meeting
1/22/09	Question Deadline
2/19/09	Proposal Due Date <b>(5:00 pm CST)</b>
Fall '09	Anticipated Space Delivery

All dates subject to change

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