Port of Seattle

REQUEST FOR BIDS

RFB 2026-RCF

RENTAL CAR CONCESSIONS AT SEATTLE-TACOMA INTERNATIONAL AIRPORT

ADDENDUM #2

Questions received through 6/30/2026:

1. **Question**: We respectfully request that the Port allow for a second round of clarifying questions and consider extending the proposal submission deadline. Given that the anticipated commencement date of the agreement is June 1, 2027, we do not believe a modest extension would adversely impact the overall procurement schedule.

   Accordingly, we recommend the following revised schedule:

   - June 18, 2026 – First round of questions due
   - June 22, 2026 – Port responses to first-round questions
   - June 29, 2026 – Clarifying questions due
   - July 6, 2026 – Port responses to clarifying questions
   - July 29, 2026 – Proposal submission deadline
   - July 29, 2026 – Bid opening ceremony
   - July 30, 2026 – Award notification

   This adjustment would support a more complete, accurate, and competitive procurement process while still preserving ample time ahead of the anticipated June 1, 2027 commencement date. Committing to fee structures and operating terms without full visibility remains challenging, particularly in the absence of a sample concession agreement for review.

   a. **Port Response:** Please refer to Addendum #1 to the RFB for the updated schedule and due dates.

2. **Question**: To ensure clarity and alignment, does the Port anticipate any material changes to the following provisions:

    - Structure of ongoing concession fees (including whether this has been finalized or published)
    - Definition of gross receipts
    - Reallocation methodology
    - Reallocation cadence

   a. **Port Response:** The structure of concession fees and definition of gross receipts will be subject to the new Concession Agreement. Reallocation methodology and cadence are part of the Lease Agreement and not subject to change. The Port does not expect changes to the concession fees, which are at the industry standard, and any other changes to the concession agreement will be discussed with all rental car operators shortly after the conclusion of the RFB process.

3. **Question**: What capital improvement obligations will each tenant carry for its allocated space, and on what timeline?

   a. **Port Response:** Please refer to Addendum 1, question 13 to the 2025 Request for Qualifications (RFQ 2025-RCF).

4. **Question**: How will trade fixtures be addressed where existing improvements are present in the awarded space?

   a. **Port Response:** Please refer to the answer to Question 3.

5. **Question**: Can the port provide the Number of fuel positions (nozzles), car wash facilities, and staging spaces allocated to each QTA block?

   a. **Port Response:** The allocation of fuel positions and car wash facilities are expected to be similar to the layout provided in Exhibit A of the RFB. These are allocated via market share and are subject to change.

6. **Question**: Would the port consider allowing winning bidders to select components independently in order of rank?

   a. **Port Response:** Please see the answer to question 5.

7. **Question**: Does the port have a defined phasing plan exists for buildouts and tenant transition across spaces?

   a. **Port Response:** The Port is anticipating completing the work in two major phases; the revision of wayfinding signing supporting the initial operator relocations followed by the completion of the tenant block TI projects. The exact phasing plan heavily relies on the result of the RFB and will be formalized alongside input from the industry.

8. **Question**: Can the port clarify the extent to which CFC funds will be available to support move-related or transition costs?
    a. **Port Response:** Please see the answer to question 3.
9. **Question**: What is the precise demised area for each D block specifically those that are not contiguous, and when will final as-built dimensions be shared?
    a. **Port Response:** The Port can share tenant as-built drawings and design progress sets for the specific D blocks that are being modified. Final as-built dimensions will not be available until after construction has been completed.
10. **Question**: What are the current conditions of the QTA equipment and infrastructure in each block, is there any deferred maintenance each tenant would inherit?
    a. **Port Response:** The Port is expecting to replace car wash systems within existing car wash bays between 2027 to 2029. A Major Maintenance project is also underway to determine the lifespan of current fueling systems. All QTA equipment is maintained by Conrac Solutions and is subject to their maintenance schedule.
11. **Question**: Can you provide the existing exhibits showing current square footage allocations by operator, along with counts of each component by operator?
    a. **Port Response:** Current square footage allocations have been made available to tenants in the 2025 reallocation project results, as well as the 2025 Request for Qualification process.
12. **Question**: The drawing appears to have exclusive use space outlined where there is a common drive lane, can you confirm? Please see the clouded area in the drawing.
    a. **Port Response:** The Port will update Exhibit A to ensure common areas are not included in block allocations and square footage calculations. This will be made available in a future addendum.
13. **Question:** What are the MAGs for Blocks A, B, and C?
    a. **Port Response**: Minimum Annual Guarantees for all Blocks (A, B, C, and D) will use the same formula and methodology as one another, which was used for the original Request for Bid of the Rental Car Facility in 2010. As blocks A, B, and C will undergo direct negotiations, these MAG amounts are unavailable to share at this time.
14. **Question:** Could you please provide the specific formula or methodology used to arrive at the $1.658M minimum for Block D?
    a. **Port Response:** The Port followed the same methodology for the MAG requirement calculation as was used in the original Request for Bid of the Rental Car Facility in 2010. The D Block allocation was awarded to those who held a market share within

the 4.01% to 8.00% range during the November 1, 2024 to October 31, 2025 period. The MAG requirement was calculated by multiplying the Gross Concession Revenue of the Rental Car Operators during that period ($41,335,360.50) by the lowest Market Share Percentage in the Block (4.01%).

15. **Question:** What is the operational rationale for reallocating the QTA 1 office spaces? Given that these spaces have identical square footage, a reallocation appears to create unnecessary relocation expenses for operators without offering a clear benefit.

    a. **Port Response:** QTA 1 office spaces were re-adjusted in the block allocation to better align with their car wash and fuel position layouts. Additionally, all Operator areas are required to be included in the RFB process. If operators want to keep their original office spaces, these swaps may be done between operators after the RFB process is completed.

16. **Question:** Please provide details on the number of maintenance bays and vehicle lifts included with each D Block QTA proposed allocation.

    a. **Port Response:** Blocks D.1 and D.2 both have one maintenance bay and one car wash. Both blocks can convert their maintenance bays back to car washes if they choose. Block D.3 is not allocated a maintenance bay.

17. **Question:** indicates that only the D Block operators will participate in the bidding process. Questions: Could the Port please explain the rationale for not requiring all incumbent concessionaires to bid for their respective spaces?

    a. **Port Response:** After careful review of the results from the Request for Qualifications and consideration of feedback received from the operators, the Port deemed it to be in the best interest of the facility operation to modify the bidding procedures. This will result in less unnecessary disruption to the facility while allowing for equitable adjustments as needed.

18. **Question:** Please explain how the MAGs for the A and B Block operators will be determined.

    a. **Port Response:** Please see the answer to Question 13 and 14.

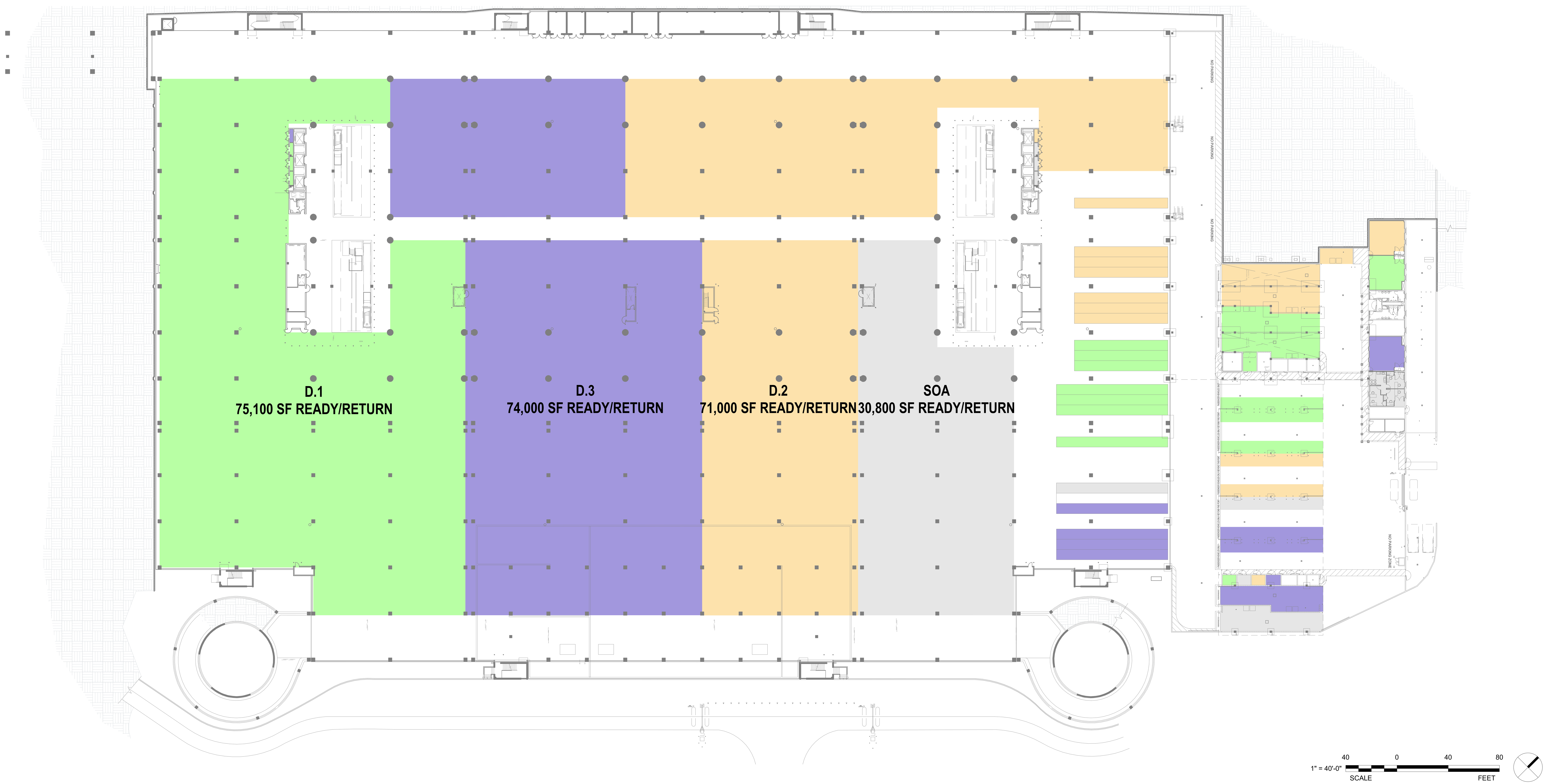
<u>Change to Exhibit A-2 (Floor 1 Operational Space)</u>

Please see the following page for the replacement to Exhibit A-2 in the RFB.

LEVEL 01 - PREFERRED SCHEME

TENANT	D.1	D.3	D.2	SOA
READY/RETURN	75,100	74,000	71,000	30,800
QTA	10,510	6,550	9,540	3,750
TOTAL AREA (SF)*	**85,610**	**80,550**	**80,540**	**34,550**

*All areas are approximate and for bidding reference only.



SEA RENTAL CAR FACILITY RE-BID

LEVEL 01 - PREFERRED SCHEME

06/30/2026

Gensler