

COUNTY OF MILWAUKEE
DEPARTMENT OF TRANSPORTATION
AIRPORT DIVISION

ADDENDUM NO. 1
May 3, 2013

INVITATION TO SUBMIT BID
FOR A BANK OPERATION
AT GENERAL MITCHELL INTERNATIONAL AIRPORT
MILWAUKEE, WISCONSIN

OFFICIAL NOTICE NO. 6826

TO ALL BIDDERS:

Each bidder shall read this addendum in its entirety to determine to what extent the bid and the agreement conditions will be affected.

RFB DOCUMENT CHANGES

The following corrections are being made due to typographical errors.

1. Attachment A, page A-2, item 8 is revised to read:

"8. This Bid may be withdrawn by requesting such withdrawal in writing at any time prior to June 6, 2013, but may not be withdrawn after such date and time."

2. Page 3, Paragraph 4. B. of the Informational Draft Agreement is revised to read:

"4. USES; PRIVILEGES; RESTRICTIONS

B. The exclusive right and obligation to operate at least one automatic teller machine in the concession mall and on each concourse. Operator may provide additional automatic teller machine upon prior written approval of the Airport Director, as to location and installation."

General Questions

1. Where is foreign currency currently dispensed?

Foreign currency is currently dispensed at the bank location counter.

2. Does the airport have international flights?

GMIA has seasonal international flights, primarily to Mexico. The only scheduled international flights are to Canada.
3. Seasonal flights, such as to Mexico, are they supplied by Ryan?

Seasonal flights are supplied by various airlines at various times. Ryan has not been here for a number of years.
4. How many ATM's are you asking for in this bid?

At least one in the concession mall and one in each of the Concourses (C, D, and E).
5. Are there ATMs in each of the Concourses now?

Concourses D and E each have one ATM machine. Concourse C does not have one at this time.
6. What is the status of Concourse E? Are there any flights going in and out of that Concourse now?

Delta has moved off Concourse E to Concourse D. United is moving from Concourse C to Concourse E. The merger of American Airlines with US Airways will probably move American Airlines from Concourse C to D. United could stay on E for an indefinite period of time.
7. Can we bid on just the ATM at the branch and forego the other ones in the airport?

No.
8. You want one provider for both the branch and the ATM?

Yes.
9. Are there other ATM providers in the airport?

No.
10. Are there any current credit unions or financial institutions with the airlines in the airport? Is this the only financial institution?

There are currently no credit unions or financial institutions with the airlines in the Airport for banking services. Airlines have relationships with various financial institutions for their airline related credit cards.

11. Can you provide transaction counts for each ATM?

The Airport does not receive information on the total transaction counts for each ATM. The ATM transactions that are drawn on banks other than the incumbent bank (foreign bank transactions are as follows:

	<u>Terminal Mall_____</u>	<u>Concourse E</u>	<u>Concourse D</u>	<u>Branch</u>	<u>Total</u>
2012	14,694	8,983	5,019	17,105	45,801
2011	12,850	7,667	8,287	21,280	50,084
2010	18,059	8,171	11,693	26,713	64,634
2009	17,973	10,136	10,662	27,351	66,122

12. How many employees are at the airport?

There are 4,600 badges currently issued. Some of them might not be in the terminal building but may be on the cargo ramp and may not frequent the terminal building.

13. Why did you lower your term to a three year initial term when it originally was a seven year term? Is there flexibility with that term? (Longer terms = larger revenue)

FAA has guidance in what they consider to be a long-term agreement (more than 5 years). There are different sets of rules that apply to long-term agreement.

In addition, there may be future changes to the Concession Mall. The airport has been exploring the possibility of centralizing security. This might impact the bank in its current location.

There is no flexibility with the term.

14. Would you consider a straight 5 year agreement instead of a 3 + 1 + 1?

No, because of potential concession mall changes in the next few years.

15. Is it mandatory for bidders to this RFB to be present at this pre-bid meeting?

No.

16. Can we see the space other than looking from afar?

No arrangements have been made for that today. The current layout is shown on the drawing included with the draft agreement.

17. How is the space wired? Fiber, Cat 1, or Cat 6?

There is Fiber and Cat 3 going into the D mark. We do not know what the current bank has from the D mark to the bank.

18. Where is the location of the D mark?

Approximately 25-30 feet from the bank.

19. As an employee of the airport, do you provide any parking for tenants?

The annual employee parking fee is approximately \$120.00 per year per employee, including tax.

20. Is M&I Harris Bank planning on bidding, staying or leaving?

The incumbent bank has expressed interest in continuing its tenancy in the Airport.

SIGN-IN SHEET
PRE-PROPOSAL MEETING FOR RFB
BANK OPERATION AT GMIA
APRIL 30, 2013

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