



Request for Proposal #2021-06

Common Use Lounge At The Syracuse Hancock International Airport



Designated Contact

Linda Ryan

Director of Business
Development

ryanl@syrairport.org

(315)256-5177



Questions:



- **Please hold all questions till the end of the presentation**
- **Verbal responses provided by any of the Authority representatives during the meeting today are not formal and are not binding on the Authority.**
- **All questions will be answered in writing on November 23, 2021, by 11:00 A.M. EST**

For all updates on this Bid, please go to:

- www.flysyracuse.com
- Click the SRAA tab
- Click Bids/RFP/RFQ
- Scroll down to find the
Common Use Lounge RFP

Any changes, Q&A's, Addendums, etc. will be located here

Important Notice

A restricted period under the **Procurement Lobbying Law** is currently in effect for this procurement, and will remain in effect until the Authority executes the contract. Respondents are prohibited from contact related to this procurement with any Syracuse Regional Airport Authority member, officer, staff or employee other than the designated contacts

Key Dates in the RFQ Schedule

Date	Event
Friday, October 29, 2021	Issuance of Request for Proposal
Tuesday, November 16, 2021, at 10:00 AM EST	Pre-Proposal Conference/Teams Meeting
Tuesday, November 23, 2021, by 11:00 AM EST	Respondents Questions Due
Tuesday, December 7, 2021, by 4:00 PM EST	Final Response to Respondent's Questions
Wednesday, January 12, 2022 by 11:00 AM EST	Proposal Submission Deadline
January 12, 2022 – January 26, 2022	Proposal Evaluation Period and Respondent Interviews (If Applicable)
On or about January 26, 2022	Award of Contract by the Authority
No later than February 16, 2022	Execution/Entering into Contract

What's New and Exciting at SYR?!



SYR[®]



SYR Music Program



SYRENTITY

BAR + MARKET



Dunkin' Donuts





Advertising Program

Southwest 

Southwest Airlines





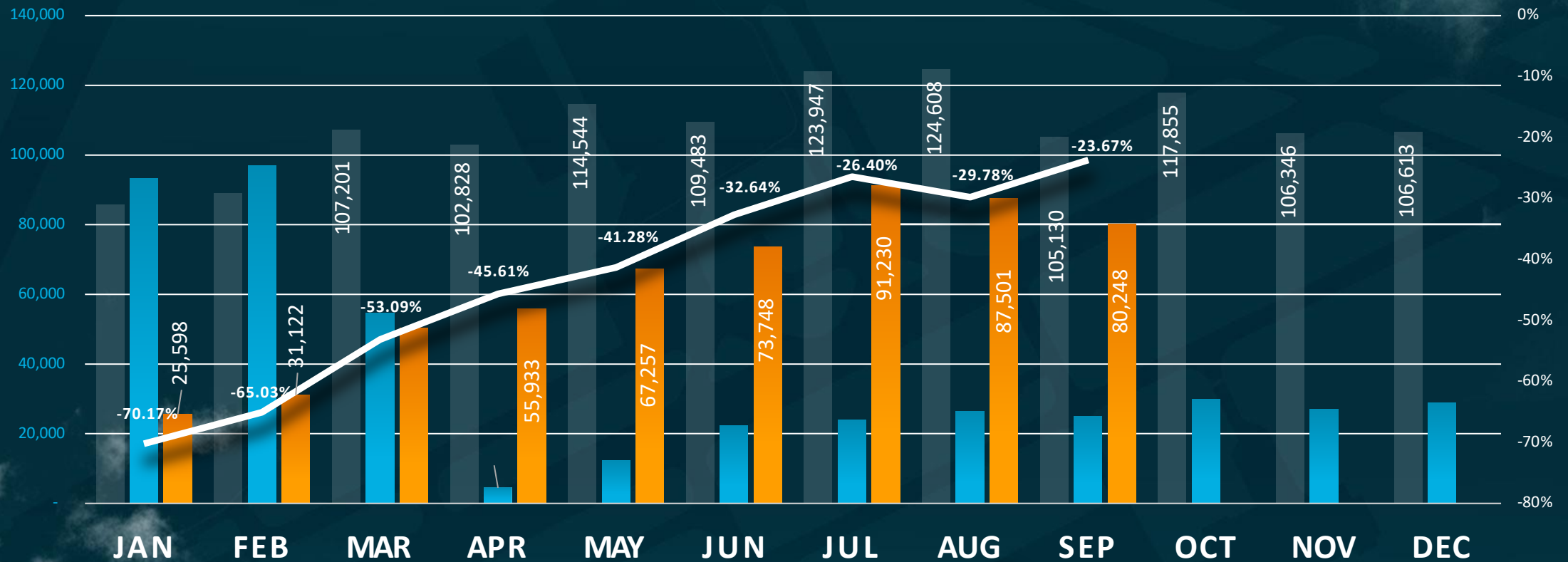
Air Service Development

- American Airlines is up gauging service from DFW from a 175 to an Airbus 319, adding 52 additional seats daily
- Frontier started new non-stop service to Miami
- jetBlue's non-stop to Boston is resuming
- jetBlue is up gauging Orlando from an E190 to an Airbus A320 adding 62 seats daily

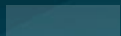


ENPLANEMENTS

Month-to-Month Comparison



2019



2020



2021



— = Percentage Change Comp 2019





The Lounge at SYR

Create a Sense of Place

- Local Beverages and food

Design and Décor

- Reflect our Region

Cutting edge of Technology and Sustainability

- Touchless Entry/green energy

Nationally Recognized Membership Access

- Priority pass, American Express, Airline club memberships, etc.





Design and Construction General Review

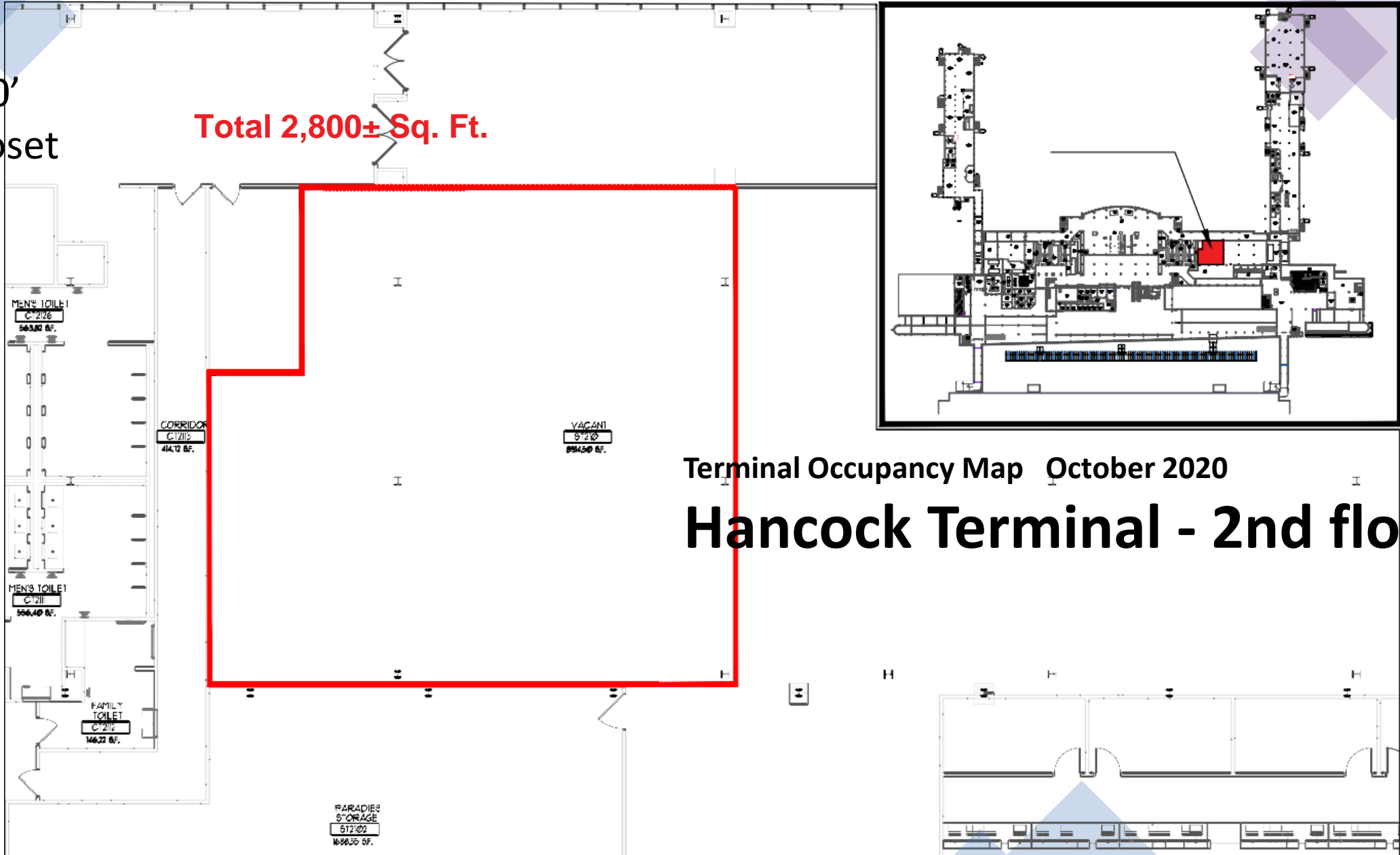
SRAA Approved Architectural and Final Construction Plan

- Permit Through the City Of Syracuse Process
- 75% City Permitting Intake Meetings; start reviewing plans
- Construction
- SIDA (Security Identification Display Area)
- Badging
- Insurance

Lounge Space

10' x 20'
Utility Closet

Total 2,800± Sq. Ft.



Terminal Occupancy Map October 2020

Hancock Terminal - 2nd floor

Airport Concession Disadvantaged Business Enterprise Goal (ACDBE Goal)

1.63%

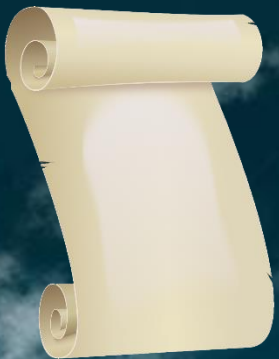


[This Photo](#) by Unknown Author is licensed under [CC BY-SA](#)

SYR[®]

The following two ACDBE forms must be submitted with your bid:

- Utilization Report
- Letter of Intent



The ACDBE Report (last form in the bid) is due January 1st Annually



[This Photo](#) by Unknown Author is licensed under [CC BY-SA](#)

Contract Performance Expectations

Requesting Waiver: Good Faith Effort

- Crucial to Fully Document Good Faith Efforts in obtaining ACDBE firms
- Emails, Phone Conversations, RFQs, Outreach Events

Questions and Answers



The background is a solid teal color with a faint, light-colored grid pattern overlaid. There are several white, wispy clouds scattered across the image, primarily in the top right and bottom left corners.

Thank You