

FORM 2 – PROPOSAL FORM

TO: Scott C. Carr, A.A.E.
Vice President – Commercial Business & Communications
Greenville-Spartanburg Airport District
2000 GSP Drive – Suite #1
Greer, SC 29651-9202

FROM: _____

REFERENCE: Request for Proposals
Food & Beverage Concession Management and Operating Services
Greenville-Spartanburg International Airport

Pursuant to the District's Request for Proposals (RFP), the undersigned hereby submits this Proposal based on and subject to the terms and conditions of the RFP documents, which documents have been read by the undersigned and to which the undersigned agrees.

Based upon the terms, provisions and conditions of the RFP documents, and if this Proposal is accepted, the undersigned hereby agrees to accept as payment from the District on an Agreement Period basis, an Annual Management and Operating Fee as a Flat Fee or a Percentage Fee of Net Revenue/Income as specified in the Agreement.

Annual Management and Operating Fee as a Flat Fee:

- a. _____ Flat Fee (\$_____))
Year 1 (Amount expressed in words) (Amount in figures)
- b. _____ Flat Fee (\$_____))
Year 2 (Amount expressed in words) (Amount in figures)
- c. _____ Flat Fee (\$_____))
Year 3 (Amount expressed in words) (Amount in figures)
- d. _____ Flat Fee (\$_____))
Year 4 (Amount expressed in words) (Amount in figures)
- e. _____ Flat Fee (\$_____))
Year 5 (Amount expressed in words) (Amount in figures)
- f. _____ Flat Fee (\$_____))
Option Term - Year 6 (Amount expressed in words) (Amount in figures)

- g. _____ Flat Fee (\$_____)
Option Term - Year 7 (Amount expressed in words) (Amount in figures)
- h. _____ Flat Fee (\$_____)
Option Term - Year 8 (Amount expressed in words) (Amount in figures)
- i. _____ Flat Fee (\$_____)
Option Term - Year 9 (Amount expressed in words) (Amount in figures)
- j. _____ Flat Fee (\$_____)
Option Term - Year 10 (Amount expressed in words) (Amount in figures)

Annual Management and Operating Fee as a Percentage Fee:

- a. _____ Percentage (_____%)
Year 1 (Amount expressed in words) (Amount in figures)
- b. _____ Percentage (_____%)
Year 2 (Amount expressed in words) (Amount in figures)
- c. _____ Percentage (_____%)
Year 3 (Amount expressed in words) (Amount in figures)
- d. _____ Percentage (_____%)
Year 4 (Amount expressed in words) (Amount in figures)
- e. _____ Percentage (_____%)
Year 5 (Amount expressed in words) (Amount in figures)
- f. _____ Percentage (_____%)
Option Term - Year 6 (Amount expressed in words) (Amount in figures)
- g. _____ Percentage (_____%)
Option Term - Year 7 (Amount expressed in words) (Amount in figures)
- h. _____ Percentage (_____%)
Option Term - Year 8 (Amount expressed in words) (Amount in figures)
- i. _____ Percentage (_____%)
Option Term - Year 9 (Amount expressed in words) (Amount in figures)
- j. _____ Percentage (_____%)
Option Term - Year 10 (Amount expressed in words) (Amount in figures)

Annual Incentive Fee:

_____ Percentage (_____ %)
All Years (Amount expressed in words) (Amount in figures)

If a Proposer fails to provide an Annual Management and Operating Fee (Flat or Percentage) and/or Annual Incentive Fee for each year, the Proposal will be rejected by the District.

List Any Proposed Value Added Items Offered from Proposer:

If Proposer is submitting its Proposal as a DBE firm, it shall complete subparagraph "a" below. If Proposer is not submitting as a DBE firm, it shall complete subparagraph "b" below.

a. **Name of DBE firm:** _____
(If Proposer is submitting as a DBE firm)

Address: _____

Telephone (with area code): (_____) _____

Name of Certifying Agency: _____

Date of On-Site Visit: _____

Effective Date of Certification: _____

Certifying Agency Representative: _____

b. **DBE Goal:** Agreement Year 1 _____ % 2 _____ % 3 _____ %
4 _____ % 5 _____ % 6 _____ % 7 _____ % 8 _____ %
9 _____ % 10 _____ %

(If Proposer is not submitting as a DBE firm)

Description of work or goods and services to be performed or provided by DBE firms:

The representative signing below hereby certifies and agrees that the following information is correct:

The Proposer hereby represents and certifies to the District that: This Proposal is made without connection with any other Proposer, and it is made in good faith without collusion or fraud; the Proposer has fully examined and understood the Request for Proposals and all documents attached thereto (including, but not limited to, the Proposed Food & Beverage Concessions Management and Operating Services Agreement); if this Proposal is accepted, the Proposer shall forthwith execute District's Food & Beverage Concessions Management and Operating Agreement in the form attached as Exhibit D of the RFP documents; and the Proposer has completed the Proposal schedule above, which is incorporated herein. (For purposes of gender and if required by the context hereof, the word "it" as used in this Proposal in lieu of the word "Proposer" shall be deemed to also include "he" and "she".)

The representative signing above hereby certifies and agrees that the following information is correct:

1. In preparing its proposal, the proposer has considered all proposals submitted from qualified, potential subcontractors and suppliers, and has not engaged in or condoned prohibited discrimination.
2. In preparing this proposal, the financial information contained in it has been arrived at independently and without consultation, communication or contact with the Airport Commission, or other proposers, to restrict competition as to any matter relating to this RFP.
3. No fee or commission, or any other thing of value, has been paid or agreed to be paid to any employee, agent, representative, official, or current consultant of the District in order to procure the new concessions agreement described in this RFP.
4. As a condition of contracting with the District, the proposer agrees to maintain documentation sufficient to demonstrate that it has not discriminated in its solicitation or selection of subcontractors. The proposer further agrees to promptly provide to the District all information and documentation that may be requested by the District from time to time regarding the solicitation and selection of subcontractors. Failure to maintain or failure to provide such information constitutes grounds for the District to reject the proposal submitted by the proposer and terminate any contract awarded based on such proposal.

5. The information contained in this proposal or any part thereof, including its exhibits, schedules, and other documents and instruments delivered to the District, is true, accurate, and complete. This proposal includes all information necessary to ensure that the statements therein do not in whole or in part mislead the District as to any material facts.
6. The proposer and personnel performing work under any contract related to this RFP are independent of the District as defined by generally accepted auditing standards.
7. It is understood by the proposer that the District reserves the right to reject any and all proposals, to make awards on all items or on any items according to the best interest of the District, to waive formalities, technicalities, to recover and resolicit this RFP.
8. This proposal is valid for 90 calendar days from the proposal due date.

I, the undersigned, hereby acknowledge that my company was given the opportunity to provide exceptions to this RFP. As such, I have elected to do the following:

- Take no exceptions and agree to the Terms and Conditions.
- Include exceptions to the RFP using Form 5.

I, the undersigned, hereby acknowledge that my company was given the opportunity to indicate any Trade Secret materials or Personally Identifiable Information ("PII") as detailed in this RFP. I understand that the District is legally obligated to provide my Proposal documents, excluding any appropriately marked Trade Secret information and PII, upon request by any member of the public. As such, my company has elected as follows:

- No portion of the Proposal is marked as Trade Secret or PII.
- The following sections of the Proposal are marked as Trade Secret or PII.

The Proposer acknowledges receipt of the following Addenda (if any):

<u>Addenda Number</u>	<u>Date of Receipt</u>
# _____	_____, 2020
# _____	_____, 2020

_____, 2020

_____, 2020

This the _____ of _____, 2020.

Proposer's Name

By: _____

Title: _____

Attested by (if a corporation):

By: _____

Title: _____

Seal (if a corporation):

[This Area Intentionally Left Blank]