

THE PORT AUTHORITY OF NY & NJ
PROCUREMENT DEPARTMENT
4 WORLD TRADE CENTER
150 GREENWICH STREET, 21ST FLOOR
NEW YORK, NY 10007

Date: March 11, 2019

ADDENDUM #3

To prospective Respondents to Request for Expressions of Interest (RFEI) # 56264: Development and Operation of a Fresh Market at The Port Authority Bus Terminal (PABT) in Midtown Manhattan

Additional Site Visits at the PABT:

1. Tuesday, March 12, from 1:30 pm to 3:30 pm
2. Wednesday, March 13, from 1:00 pm to 3:00 pm
3. Friday, March 15, 2019, from 9:00 am to 11:00 am
4. Monday, March 18, 2019, from 2:00 pm to 4:00 pm

Questions due on March 20, 2019, no later than 2:00 PM EST
Proposals due on April 15, 2019, no later than 2:00 PM EST

As information, attached is a floor plan of the Fresh Market space at the PABT.

The following questions were posed at the General Information Session & Site Visit on March 5, 2019. The questions and the corresponding Port Authority of New York and New Jersey (Port Authority or Authority) answers are provided for your information and use, as appropriate.

Question	Answer
1. Who were the previous occupants of the space for the Fresh Market?	Brooklyn Deli; Jamba Juice; the U.S. Post Office
2. What is the expected duration of the agreement between the Port Authority and the selected firm (operator)?	"The Port Authority anticipates but does not guarantee that the contract resulting from this RFEI will include a duration of five years with additional option periods" (page 9 of the RFEI).
3. How will the opening date of the Fresh Market be structured?	The Authority envisions a single opening but is open to respondent's proposals. Firms should include such information in their proposed business plan. Refer to Section 5 of the RFEI.
4. How will the permitting process work?	The permitting process is outlined in the Authority's <i>Tenant Construction and Alteration Process Manual</i> (http://www.panynj.gov/business-opportunities/tcap/pdf/tcap-manual.pdf). The Authority will provide the operator with guidance

	and assistance throughout the entire permitting process, as outlined in the aforementioned Manual.
5. What signage and advertising opportunities are available for the space in the PABT?	The Authority will work with the operator to ensure there is advertising and signage for the Fresh Market in the PABT.
6. Will there be any lease restrictions on hours of operation?	Firms shall propose the hours of operation of the Fresh Market (Section 5.3.a.vii of the RFEI). Generally, the Authority expects the Fresh Market to be open throughout the day, including the morning and evening commute hours.
7. Is there storage available in the PABT, and how will deliveries work?	There will be storage available in the PABT. The Authority will coordinate deliveries for the operator in the same manner that it coordinates deliveries for other tenants at the PABT.
8. How will the rent be structured for the Fresh Market?	The firms' proposals shall "Convey the annual fixed rent and participation rent of the property and rental escalations for the duration of the lease agreement." (Section 5.1.b of the RFEI).
9. Will the asking rent be quoted?	Refer to Section 5.1 (Financial Offer) of the RFEI.
10. What Tenant Investment should be expected to be provided for the space?	The RFEI requests a financial offer that includes a "capital investment plan to finance the planning, development, construction, and operation of the Fresh Market. The plan shall describe in detail the proposed sources of funding and financing to be committed." Refer to Section 5.1.c of the RFEI.
11. What is the preferred ratio of prepared vs fresh foods?	Firms are expected to propose such ratio; refer to Section 5.3.a.iv of the RFEI.
12. Please provide floor plans/drawings for the space.	See the attachment.

THE PORT AUTHORITY OF NEW YORK & NEW JERSEY

LUKE BASSIS
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QUESTIONS CONCERNING THIS ADDENDUM MAY BE ADDRESSED TO JAMES SUMMERVILLE:
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