

The State's Answers to Formal Written Pre-Bid Questions for the Concession Agreement for the Management and Operation of the Automobile Parking Facilities at Kahului Airport and Kaplua-West Maui Airport.

1. In reference to 9A of the Qualification Questionnaire, please define "Non-affiliated business." Can the non-affiliated business be a property management company that contracts AMPCO System Parking?

Answer: A "non-affiliated" business would be one in which neither the potential bidder nor the business has an ownership or financial interest in the other. If a company has hired the potential bidder to provide its services, and that is the only relationship between the two, that does not make them "affiliated businesses".

2. In reference to 9B of the Qualification Questionnaire, can the reference letter from prior property managers be substituted for prior landlords? Parking management companies normally do business with property management companies, not landlords or owners.

Answer: The question seeks references from entities that have knowledge of the potential bidder from the standpoint of what type of tenant they are, how have they dealt with issues regarding maintenance of property, payment of rent, etc.? If the property manager is functioning as a representative of the property owner, the State is willing to accept a reference letter from the property manager.

3. Article X Section A of the Concession Agreement states, "the Operator shall purchase and install new PRCS Improvements at the Airport." Can the cost of the PRCS be a part of the \$200,000 minimum investment described in Article XI – Section D.2.a, or is the PRCS Improvements in addition to the \$200,000 minimum investment requirement?

Answer: The \$200,000 minimum investment in constructing or installing Concession related improvements is primarily intended for improvement of the physical condition of the Premises, the entry and exit gates (including gate arms), self service exit equipment, ticket spitters, cashiering equipment, etc. However, should the Concessionaire make the necessary improvements and not have exhausted the \$200,000 minimum investment, the State will not object to the balance being put toward the purchase of the new PRCS Improvements.