

Indianapolis International Airport
Addendum #1 to Request for Letters of Interest (RLI#1-2008)
April 1, 2008

PLEASE ACKNOWLEDGE RECEIPT OF THIS ADDENDUM BY INDICATING SUCH IN THE TRANSMITTAL LETTER SUBMITTED WITH RESPONSES TO THE RLI.

Clarifications and Amplifications

Q1. Based on the extensive potential capital investment, can Respondents propose a 10 year term?

A. The Respondent should use a seven-year term as the assumption for the Baseline Plan. The Respondent may utilize a different term as part of the Alternate Plan and should include an explanation of the desire for alternative term duration.

Q2. Given the level of potential capital improvement will the airport consider a lesser MAG during the first 2-3 years?

A. The Draft Concession Agreement attached to the RLI automatically adjusts the MAG on an annual basis. If the Respondent is suggesting an alternative financial structure, the Respondent should include a separate attachment detailing how the alternative financial structure differs from the response to the Baseline Plan. The Respondent should refer to Form C of the RLI regarding MAG responses that are below the minimum MAG guidelines included in the RLI.

Q3. Do Respondents have to utilize all locations outlined in the Baseline Plan? Can Respondents omit undesirable locations?

A. Respondents must utilize all locations in the Baseline Plan. However, Respondents may remove locations that they deem undesirable from the Baseline Plan as part of the Alternative Plan.

Q4. Concerning Advertising Historical Sales, is there a reason for the spike in sales in the year 2006?

A. Several sales blitzes were conducted in 2006 generating additional advertising sales for the year.

Q5. According to Form B, the Respondent is to assign a MAG for each individual display. There is no historical basis to derive these figures. Individual MAGs would be pure speculation. Can this line item be eliminated?

A. No, the Respondent should derive the MAG based on their projected sales and rent paid for the location.

Q6. Does the airport expect the advertising displays to be 100% sold out upon commencement of the contract?

A. The Airport Authority expects 100% of the advertising locations to be displaying revenue-producing advertisements when the new airport begins operations.

Q7. Knowing that general electrical has been pulled in the areas of proposed wall use in the main terminal departure; will the awarded vendor be responsible for terminating the electrical pulls? Or will that be the responsibility of the current electrical contractor?

A. The advertising concessionaire will be responsible for installing the electrical connections to all displays from a point designated by the Authority.

Q8. Will the Authority provide Forms B and Form D in an Excel format?

A. Forms B and D have been placed on the Authority's website www.newindianapolisairport.com.