



KAA/OT/KIA/0011/2020-2021

18th August, 2020

To: All Tenderers

RE: DEVELOPMENT AND MANAGEMENT OF A FUEL SERVICE STATION AND ITS ASSOCIATED SERVICES AT KISUMU INTERNATIONAL AIRPORT.

TENDER NO: KAA/OT/KIA/0011/2020-2021.

ADDENDUM NO.3

The following are tender clarifications/addendum issued regarding the above tender in accordance to instructions to tenderers clause 2.5 of the bidding document for the referenced tender.

The financial requirement part (C) on page 20 is hereby deleted and replaced with the one on the table below: -

C.	FINANCIAL REQUIREMENTS: The financial evaluation will comprise																				
	Minimum Annual Guaranteed	Bidders shall be required to propose a minimum annual guarantee for the fuel service station amount of not less than Kshs. 1,000,000.00 payable quarterly in advance. Bidders Proposed minimum Annual Guarantee Kshs.....	<i>Bidders to sign statement of financial compliance.</i>																		
	Concession fee	Bidders shall be required to pay a fixed concession fee of seventy-five cents (Kshs. 0.75) per litre sold. For every associated services provided, the following concession fees rate shall apply.	<i>Bidders to sign statement of financial compliance.</i>																		
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	<p>Minimum Annual guarantee shall be payable quarterly in advance. The concession fee shall be payable quarterly in arrears subject to reconciliation with the Minimum Annual Guarantee. Where the concession fee is greater than the minimum guarantee, the Authority shall bill the concessionaire for the difference. Where the concession fee is less than the minimum guarantee, the Authority shall take the minimum guarantee.</p> <p>Note: Bidders are advised to propose realistic figures.</p> <p>Any business that does not fall part of the mentioned categories the applicable concession fee shall be negotiated.</p>	
Land rental fee	<p>Payment of a land rental fee at the rate of Kshs. 22/- per sq.ft per annum</p> <p>Approximate total space = 43,055.64 sq.ft</p>	<i>Bidders to sign statement of financial compliance.</i>

Following the amendment in Table I above, the Statement of Financial Compliance on page 30 is hereby deleted and replaced with the one below;

Table 2. (Page 30)

	ITEM	REMARKS																		
1.	Minimum annual guarantee	<p>Bidder's proposed Minimum Annual Guarantee Fees for the fuel service station Kshs.....</p> <p>Payments shall be made quarterly in advance.</p>																		
2.	Concession fees	<p>Bidders shall be required to pay a fixed concession fee of seventy five cents (Kshs. 0.75) per litre sold.</p> <p>For every associated services provided, the following concession fees rate shall apply.</p> <table border="1" data-bbox="614 1529 1492 1872"> <thead> <tr> <th>Retail Business</th> <th>Minimum Annual Guarantee</th> <th>Concession fee as a % of gross annual turnover</th> </tr> </thead> <tbody> <tr> <td>Coffee shop</td> <td>100,000</td> <td>7.5%</td> </tr> <tr> <td>Drug store</td> <td>100,000</td> <td>N/A</td> </tr> <tr> <td>ATM Lobby</td> <td>100,000</td> <td>N/A</td> </tr> <tr> <td>Forex Bureau</td> <td>100,000</td> <td>N/A</td> </tr> <tr> <td>Restaurant</td> <td>100,000</td> <td>12%</td> </tr> </tbody> </table> <p>Minimum Annual guarantee shall be payable quarterly in advance. The concession fee shall be payable quarterly in arrears subject to reconciliation with the Minimum Annual Guarantee.</p>	Retail Business	Minimum Annual Guarantee	Concession fee as a % of gross annual turnover	Coffee shop	100,000	7.5%	Drug store	100,000	N/A	ATM Lobby	100,000	N/A	Forex Bureau	100,000	N/A	Restaurant	100,000	12%
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3	Space fees	<p>At applicable rates at Kshs. 22 per square foot per annum.</p> <p>Approximate total floor space = 43,055.64 sq.ft</p> <p>Payments shall be quarterly in advance.</p>
	Taxes and Duties	Payable by successful bidder to the relevant Authorities.

Name _____

Dated this _____ day of _____ 2020 _____

[Signature]

[In the capacity of]

Duly authorized to sign BID for and on behalf of _____

Official stamp

The closing/opening date has been extended to **25th August, 2020** from **18th August, 2020** at the same time and place as per the Tender Document.

Kindly amend your tender accordingly and ensure the tender is valid for **120 days** and your Tender security/Bid bond is valid for **150 days** from the new closing/opening date and time on **25th August, 2020 at 11:00a.m.**

This addendum forms part of the bidding document and is binding on all bidders. All other conditions remain the same.

Patrick K. Wanjuki
GM (PROCUREMENT & LOGISTICS)
FOR: MANAGING DIRECTOR/CEO

